

THE NATIONAL

JANUARY 16, 1954

# Provisioner

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Leading Publication in the Meat Packing and Allied Industries Since 1891

## TEE-PAK

Lightweight Casings add

# "i" Appeal

to your PICNICS and HAMS



**i** like that  
clean, Sanitary  
look... No messy  
grease to soil  
my hands!"



**i** like  
the better display  
value... the  
extra sales I get!"

Perfect for picnics, smoked hams and boneless butts as well as loaf and sausage products! Available in 4 colors. Could you ask for more? Contact your Tee-Pak representative now for full details. Call him today!

### TEE-PAK TIP FOR EASTER

Dress up your hams for Easter with Tee-Pak's unusual Easter stock designs . . . 4 different color combinations . . . excellent brand identification . . . beautiful, appropriate, ideal in display, fast-selling! Call your Tee-Pak representative now!

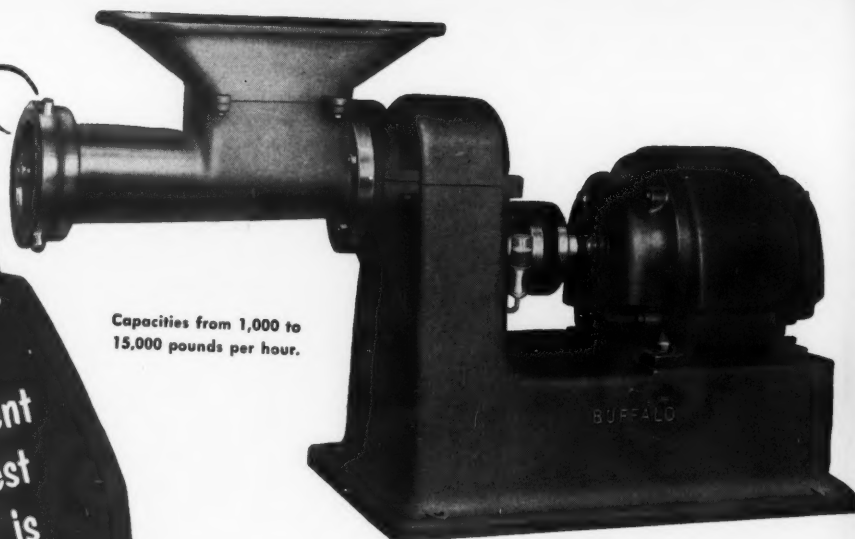
TRANSPARENT PACKAGE CO.



3520 S. Morgan St., Chicago 9, Illinois



Capacities from 1,000 to 15,000 pounds per hour.



# Buffalo

## QUALITY SAUSAGE MACHINERY

for more than 80 years

\* BUFFALO equipment is noted for its sound design . . . sturdy construction . . . safety and sanitation . . . dependable performance and coast-to coast factory service. BUFFALO is first in offering new proved features that increase plant efficiency and protect product quality.

**JOHN E. SMITH'S SONS CO.**

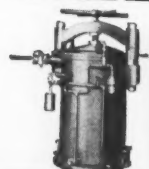
50 BROADWAY

BUFFALO 3, N. Y.

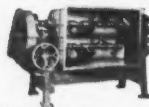
Sales and Service Offices in Principal Cities

## Known the world over as the "cool-cutting" grinder

BUFFALO Grinders have machined feed screws and finely finished rifled cylinders to assure clean cutting and eliminate mashing or backup. These grinders are fitted with smooth-working helical gears and massive Timken bearings. They are ruggedly constructed to give years of efficient service. Sanitary . . . safe. You can forget about grinding problems when BUFFALOs are on the job in your plant.



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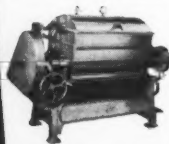


STANDARD MIXERS, Capacities from 75 to 2,000 lbs.

THE MOST COMPLETE LINE OF SAUSAGE-MAKING MACHINERY

Widest range of sizes

Greatest variety of types



VACUUM MIXERS, Capacities from 75 to 2,000 lbs.



SILENT CUTTERS, Cutter Capacities from 20 to 800 lbs.

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| <input type="checkbox"/> Mixer          | <input type="checkbox"/> Grinder     | <input type="checkbox"/> Pork Fat Cuber                           |
| <input type="checkbox"/> Casing Applier | <input type="checkbox"/> Stuffer     | <input type="checkbox"/> Combination of Special Purpose Equipment |

Name.....

Company.....

Address.....

City..... Zone..... State.....

# SAFE CONTROL

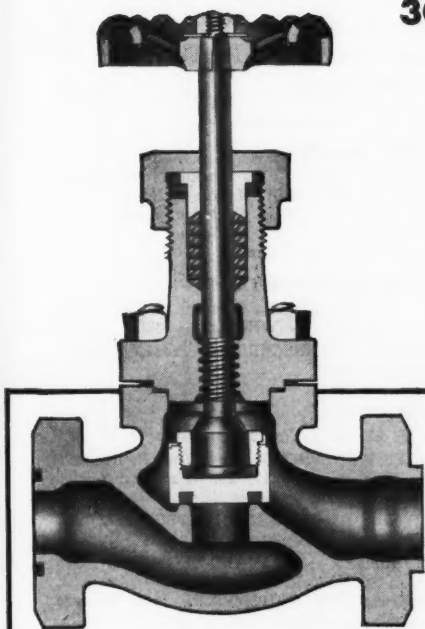
for ammonia and other  
hard-to-handle fluids

## CRANE

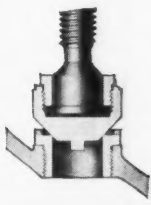
### 300-pound heavy-duty all-iron valves

Put these Crane valves to the test—use them for ammonia, air, oil, gas, caustic solutions, chlorinated compounds, alcohols—for chemicals and process work. Their rugged bodies of Ferrosteeel (35% stronger than cast iron)... their precision seating designs... the unusually deep stuffing box and high-grade packing... the sweeping interior body contours... assure the safety and lasting service you want.

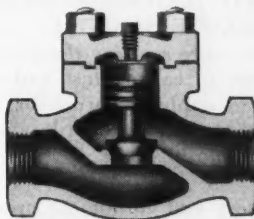
The line includes *bolted bonnet globes* and angles with choice of disc, *union bonnet globes* and angles with plug-type disc, lift checks, expansion valves, relief valves, liquid gauges—and all the fittings, flanges, return bends and other specialties for a complete Crane Quality installation. Check with your Crane man.



Cross-section bolted bonnet Globe, with flanged ends and special lead-faced disc. Sizes 1/4 to 4-inch.



Bolted bonnet Globes also available with steel disc and seat where high temperatures or corrosion prohibit use of lead.



Cross-section, Lift Check with bolted cap, and cushioned disc action which increases valve life. Sizes 1/2 to 2-inch.



New 6-page folder AD1977 catalogs this complete Crane line. Write direct, or ask your Crane Representative.

THE BETTER QUALITY... BIGGER VALUE LINE... IN BRASS, STEEL, IRON

## CRANE VALVES

CRANE CO., General Offices: 836 S. Michigan Ave., Chicago 5, Illinois  
Branches and Wholesalers Serving All Industrial Areas



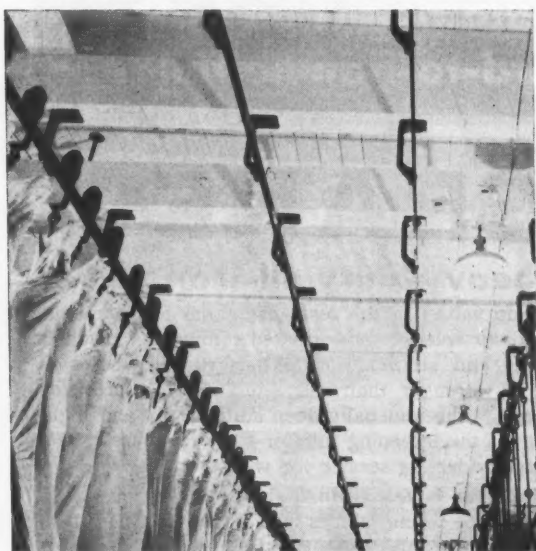
VALVES • FITTINGS • PIPE • PLUMBING • HEATING

### Definition:

"Art is the skilled power of performance acquired by study and experience."

—WEBSTER

**Our Art is the manufacture of products to combat the destructive action of steam, condensation, acids, fungus and mold.**



*Typical of thousands of packing plants, cold storage and locker plants maintained spotless.*

Walls and ceiling **SANITILED** with RUBBERTEX BASE and MASTERKOTE SANITILE—a fluid ceramic-like tile even more sanitary than ordinary tile—no mortar joints to collect dust and organisms—comes ready to apply by brush or spray. Sanitile can be cleaned the same as tile and thus saves many costly repainting jobs.

Rails, tanks, machinery and equipment preserved against corrosion through the use of Knox Rust Chromolox Base and Eisen Heiss.

You will be pleasantly surprised at how economically you can Sanitile your plant.

*Write for specific information!*

## THE MASTER MECHANICS CO.

*"40 Years Serving Industry for the Utmost in Sanitation and Preservation."*

CLEVELAND 13, OHIO

U.S.A.

# THE NATIONAL *Provisioner*

VOLUME 130 JANUARY 16, 1954 NUMBER 3

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### DAILY MARKET SERVICE

(Mail and Wire)

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THE NATIONAL PROVISIONER  
DAILY MARKET SERVICE  
ANNUAL MEAT PACKERS GUIDE

THOMAS McERLEAN, *Chairman of the Board*  
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### **Senate Group Approves Packer-Bond Bill**

The Senate Agriculture Committee submitted a favorable report this week on a bill (S 2404) to require "reasonable" bonds from packers. The bill would permit the secretary of agriculture to require bonds from packers engaged in interstate commerce, including those not dealing with posted stockyards. The report charged that heavy losses have resulted in recent years through "failure of certain packers" to meet their obligations to pay for livestock purchased at posted markets. The report said that the legislative history of the Packers & Stockyards Act of 1951 indicates that packers were intended to be included among the "dealers" required to furnish bond but there is "some confusion" since the decision of the 7th Circuit Court of Appeals that a packer is not a dealer.

### **P. & S. Act Rules Revision Protested**

Meat packing trade associations, livestock groups and other industry organizations are protesting the proposed revision by the USDA of the regulations issued under the Packers & Stockyards Act. The objections are much the same as those made during the public hearings held when the changes first were proposed in 1952. Protest is being made particularly to the proposals to require registration of packer-buyers as dealers and to give the secretary of agriculture broad authority to inspect the books and property of meat packers even though no violation of law or regulation is charged.

### **Tobin Profits Rise 20% in 1953**

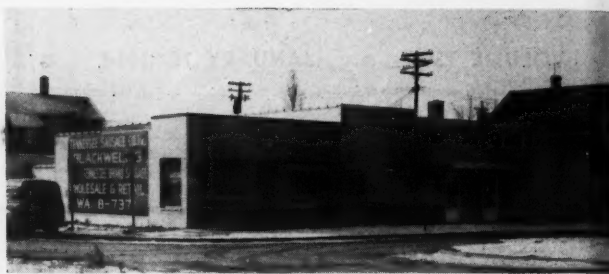
A 20 per cent increase in net earnings for the fiscal year ended October 31, 1953, was reported by the Tobin Packing Co., Inc., Rochester, N. Y., in the firm's annual statement to stockholders. The company earned a net profit of \$938,511 in 1953, compared with \$782,959 in the previous year. Net sales during the year decreased to \$106,840,038 from \$126,179,531 in 1952. Frederick M. Tobin, president, says "the year 1954 should be better than any in the past four years." (See page 26 for a more detailed account of the Tobin fiscal year.)

### **42-Day American Can Strike Ends**

Full-scale production of cans was resumed following settlement this week of the 42-day strike against 36 American Can Co. plants. The new contract granted a 15c-an-hour package increase for the CIO United Steelworkers, along the same lines as the agreement that last week ended the strike against Continental Can Co.



Pork sausage is stuffed to net weight.



## One Product-- Many Markets



Paper containers make mixer loading easier.



Teamwork expedites grinder operation.

### How tasty 'hill billy' sausage makes hit in big city areas

**W**HILE specialty meat items are often good sellers and good money makers, they present a marketing problem. A packer might thoroughly saturate a localized area with his bread and butter items, but have to exploit more distant territory to push specialty meats in volume.

Tennessee Sausage Co., Inc., Ecorse, Mich., is a unique specialty house in that it makes only one item, a cloth bagged fresh pork sausage. But it, too, has faced the problem of finding new markets to absorb its expanding production.

Founded in September, 1948, by two

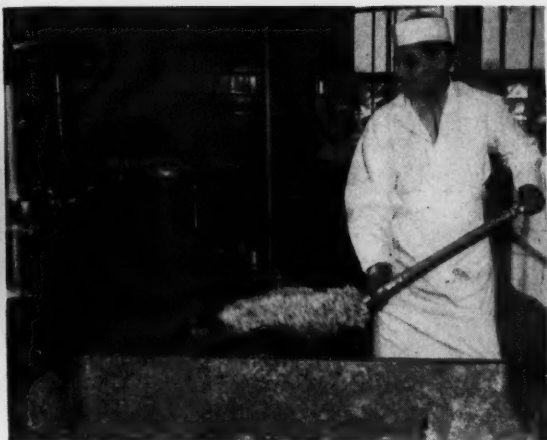
native Tennesseans, S. W. Blackwell and his son, H. J. Blackwell, the firm was among the first to introduce a cloth bagged pork sausage which originally was packed only in the 2-lb. size. The southern type sausage is made according to the firm's own formula.

Demand prompted management to package its tasty product in 1-lb. and 5-lb. cloth bags in addition to the 2-lb. size. From the start, the firm won favorable acceptance of its sausage in the greater Detroit area. It operated under state inspection and, consequently, in seeking ways to extend its sales,

was restricted by Michigan state lines.

The decision was made to set up branch plants which, in turn, would be under local inspection. Tennessee Sausage opened kitchens in Toledo and Chicago. However, the additional effort needed to guide three separate and relatively small operations proved too great a burden, considering travel involved and other factors.

After consulting Harry Shulman, registered professional engineer, Detroit, management elected to build a modern kitchen which would increase capacity of the home plant four fold. To permit a broader sales effort, the



All metal shovel is used to load stuffer.



This photo shows dual stuffing, tying operations.



Finished product is spread for proper chilling.



F. J. Monohan, MID inspector, checks product in cooler.

plan was to be designed in conformity with MID regulations and operated under MID inspection.

Designed by Shulman, the new plant abuts directly to the old building which since has been transformed into a dry storage area. With MID inspection, the firm acquired the privilege of merchandising its product interstate. Currently its 13 distributors cover Michigan, Indiana and Ohio. Plans are in progress to expand sales effort into Illinois early in 1954. Eventually, national sales coverage is envisioned.

Current promotional activity is centered on radio and television advertising. Tennessee Sausage sponsors a weekly program over radio station WXYZ in Detroit that features name bands in hill billy music. The tie-in between the Tennessee firm's pork sausage and the quaint locale in the hills of Tennessee in which it originated goes over well with the big city folks. The plant has similar programs in Royal Oak and Grand Rapids, Mich.

Two weekly TV spots, which cost as much as the half hour radio show,

also emphasize the southern hill billy theme.

H. J. Blackwell states that one of the most effective means of introducing the Tennessee style pork sausage is in store demonstrations in which customers taste the product. Two such demonstrations per week are planned.

The firm's new \$100,000 plant features orderly product movement along with dual cooler utilization. Receipts of raw meat move into the main cooler where they are held until used. As raw meats are withdrawn for processing, the finished products return to the same cooler, thus utilizing cooler space to the maximum at all times.

Product is made to order daily. Raw meats, either in barrels or in the newer type disposable bags, purchased in truckload lots, are delivered to the plant overnight from midwestern packers.

The cooler, which is held at 34°F., has a capacity of three carloads. Leading from the cooler to the paved apron at the rear is a check scale over which meats going in or out are sealed.

In this cooler, the packaged product is chilled on rack type trucks prior to packaging in fiberboard shipping containers. Meats enter the cooler as raw meats, move into the manufacturing room, and then back to the cooler as bagged product.

In processing, the raw meats move from the cooler directly into the manufacturing room where they are blended in a Buffalo mixer with the firm's special seasoning blend.

Management has found that the disposable bags are ideally suited for its operation. A table is moved up to the mixer and a bag placed on it. A worker slits the bag with a shoemaker type knife, and then two men dump the entire chilled block of meats into the mixer. In a matter of minutes the mixer is filled in a comparatively effortless way. The mixer is said to handle a freshly chilled block of trimmings with no difficulty. A meat packer once shipped in a truck lot of fresh frozen trimmings. The block had a hard core, which caused the mixer paddles to break. Now, management



Employee adjusts hi-lo settings on Kramer Thermobank compressors which refrigerate the plant.



The two Blackwells, S. W., left, and H. J. relax for few moments from day's activities.



Product is distributed locally and interstate in fleet of four refrigerated trucks.

specifies that product must be freshly chilled, but not frozen.

The blended meats are ground through a Kleen-Kut grinder and then moved to the Buffalo stuffer with its attached Rockford filler which measures the amount of pork sausage desired.

In production, the plant uses a four-man team on the stuffer. Two operators stuff the product into the printed cambric cloth, glassine-lined bags, give the neck of the bags a twist and then shove them to the two National Bundle Tyer machine operators. They string-tie the neck of the bags and place them in a wire buggy of the type used in supermarkets.

When the stuffer is empty, one of the male operators fills it while the other three transfer the bags from the shopping buggies onto the tray type trucks on which the product is then moved into the cooler for chilling.

While the transfer operation may seem like extra work, management has found that the tyers cannot place the

product onto the tray trucks immediately upon completing the tie, as they waste too much time trying to position the individual bags. The bags can be flipped in any manner into the buggy and, upon completion of the stuff, spread in multiple bag two-hand transfer movement. The bags must be spread for proper chilling and placed level to withstand subsequent movement.

The manufacturing room contains its own unit cooler and temperatures are held at 50°F. It is all tile walled, and has ample natural lighting from windows and skylights for normal operations. In the room is a sink for small equipment washing which has its own grease interceptor.

In a week's time enough grease is trapped to fill the unit. Through the simple device the plant assures itself grease free and unclogged sewerage lines.

After the bagged product has been chilled overnight it is moved to the shipping room which is adjacent to the

cooler and manufacturing room. Although in the center of the plant, the room has natural lighting through skylights. The shipping cartons are sealed with gummed paper and, if moved to a truck, check-scaled to prevent inadvertent short count.

Like its owners, the employees of the plant are Tennesseans. Although it is a small plant in number of workers, six in the manufacturing department, it uses a units produced pay scale in terms of gang production.

Management asserts this technique imposes a certain amount of self discipline on the crew. Employees rotate jobs in the interest of efficiency.

The senior Blackwell is well pleased with the new plant for it not only serves present conditions well but has ample space for expansion. Heartened by the success of the distributor set-up as against the branch house trial, young Blackwell feels confident that the Tennessee Sausage Co. dream of national product distribution will be a reality within the foreseeable future.

## Canners Convention To Stress Marketing, Technical Information; Sessions Start Jan. 23

Marketing and technical information of value to meat canners will be available at the 47th annual convention of the National Canners Association opening Saturday, January 23, in Atlantic City, N. J. Concurrent with the convention will be a canning machinery and supplies exhibit at Convention Hall.

A symposium on "Canner Boiler Operations" is scheduled to begin at 9:30 a.m. Sunday, January 24. Topics will include: "Effect on Containers of Boiler Water Carryover," by A. E. Mudra and Randall Royce of American Can Co.; "Water Treatment Methods," by Charles J. Schafer, chemical engineer; "Boiler Operation to Control Water Carryover," by F. L. Blumenshine, California Packing Co., and "Steam Requirements in Canning," by J. H. Bock, Continental Can Co.

"Recent Experiments in Radiation

Sterilization of Foods' will be discussed by G. B. Pratt and O. F. Ecklund of the American Can Co. at a canning problems conference beginning at 9:30 a.m. Monday, January 25. H. Ivor Edwards, The Pfaunder Co., and W. A. Brittin, Beech-Nut Packing Co., will speak on "Filling of Semisolid Products" at a Monday afternoon session on filling operations in canning.

Information helpful to those selling in today's "buyer's market" will be stressed throughout the convention. "What the American Housewife Thinks of Canned Foods" is the topic of an opening day address by Raymond A. Robinson, director of research of the Crowell-Collier Publishing Co.

The Sunday session will open at 2 p.m. in the Hotel Traymore with a visual presentation by *Life Magazine* entitled "Your Customer Today," with

Charles B. Pearson and George Trescher of the magazine's retail sales promotion staff as narrators. Edwin B. George, director of Dun & Bradstreet's department of economics, will speak on "The Business and Economic Outlook for 1954." The day's program will close with a speech on "1954 Canned Foods Procurement Plans and Requirements for the Armed Forces," by Brig. Gen. N. E. Waldron, commanding officer of the Quartermaster Corps Market Center System in Chicago.

The Monday afternoon marketing session opens with an address by E. B. Weiss, director of merchandising, Grey Advertising Agency, Inc., on "The Coming Second Revolution in Food Marketing," which will point out effects on marketing, advertising and merchandising expected from the automatic devices made possible by the science of electronics. The program will conclude with addresses on "Effective Merchandising of Canned Foods" by Seth T. Shaw of Safeway Stores and J. B. Weix of the Oconomowoc Canning Co.

## Merchandising Trends and Ideas

### '3 Chefs' Go to Work in Boston Town For North American Packing Firm

**A**Doption of a new "3 Chefs" trademark was one of the moves made by North American Packing Corporation of Boston (the former Bornstein Co.) coincidental with the entry of the firm into sausage and lunch meat production and packaging and beginning operations in its new plant in the Boston market terminal area. The NAPCO plant was described in *THE NATIONAL PROVISIONER* of January 2, 1954.

The "3 Chefs" trademark was worked out between the Arnold & Company advertising agency and the meat company officials. "3 Chefs" was selected as a symbol of three satisfied little men cooking, savoring and eating the natural goodness of fine meat products. Various color combinations were tested and it was finally decided to use white chef figures against a deep blue background with red accents in the lettering and outline. The circle is eye-pleasing, attention-getting and especially lends itself for flat packaging.

Once adopted, the "3 Chefs" trademark was incorporated in all company business forms, packaging, on its trucks, in advertising, even in classified help wanted ads, and a huge neon pylon type sign in front of the company plant itself.

North American made its newspaper debut in an 8-page rotogravure magazine supplement of the *Boston Sunday Herald*. The first page featured a colorful painting of the "3 Chefs," enlarged and set against a bright blue background. Readers were invited to send for a free copy of this painting suitable for framing and use in a child's playroom or the family "whoopie" room. All the testimonials in the supplement were headed with the "3 Chefs" seal so that even in casual browsing through the supplement, the reader became aware of the "3 Chefs" trademark.

Under its new label the company has introduced 11 types of sausage, nine types of table loaves, seven types of frankfurts and five kinds of liver sausage as well as corned beef, knackwurst, pastrami, salami, ham, bacon and other specialties.

In further promotion of its new products, NAPCO turned to radio spot commercials and TV. It currently sponsors "3 Chefs Theatre," a half hour program of top Hollywood films on Sunday afternoon, WBZ-TV, Boston. Commercials are headlined by Sue Bennett, television and radio star.

A contest to name the "3 Chefs" was initiated on the TV program requiring a "3 Chefs" label with names submitted. This promotion drew thousands of entries and was invaluable in quickly es-



tablishing the "3 Chefs" brand throughout a wide metropolitan area.

Another important phase in promoting the "3 Chefs" brand is through store demonstrations. This program started soon after North American opened its new plant and continues as an integrated part of its sales promotion program. Demonstrations are held in both chain and independent super markets in metropolitan Boston.

Retailers are featured on the TV commercials and given point of sale material. These demonstrations, usually lasting three days, and featuring either franks or sausages, move hundreds of pounds of product. More important, they establish rapid consumer acceptance and loyal brand following for "3 Chefs" products in key areas.

The initial success of the "3 Chefs" label proves again that well planned sales promotion and advertising can educate the public to recognize and buy consistently a new brand on the market.



CHOPPED BEEF is the fifth beef item and 28th frozen food item to be added to the growing consumer package line of Swift & Company, Chicago. The 12-oz. item, packed in an attractive five-color picture carton with a cellophane overwrap, is sold 12 to the case.

## Still Queen of the Kitchen

### Homemaker Chooses Meat, Survey Shows

America's homemakers largely decide the question as to what kind of meat to serve their families, the National Live Stock and Meat Board revealed in reporting the results of a survey representing a cross-section of the approximately 39,000 homemakers who attended Board cooking schools in five cities.

The results of this survey show that 87.6 per cent of the homemakers interviewed said they decided on the meat to be served. Of the remainder, 10.6 per cent reported that their husbands made this decision and 1.6 per cent said that the children of the family had a hand in the meat choice.

In response to the question as to what meats they served most often, nearly 55 per cent answered ground meat and roasts—about an equal number for each of these meats. Of the remainder, 21.6 per cent said they served steaks most often, 17.7 per cent served potroasts and 5.1 per cent served stews more than any other of the meats.

When asked which meat dishes were the most difficult for them to prepare, 63.1 per cent listed broiled steaks and chops; 14.9 per cent said roasts, 11.0 per cent, meat stew, and 10.4 per cent potroasts.

### Visking Baby Really Talked

More than 200,000 entries were received, read, and judged in the Visking Corp.'s 1953 nationwide "Make the Baby Talk" contest, the company reports. Each eligible entry was accompanied by a label, wrapper, band or other proof that skinless wieners or frankfurters had been purchased. Three hundred prize winners, including the grand prize winner of a Chevrolet Bel Air Coupe, have been chosen and will be notified sometime this month.



NEW BUTTERED BEEF STEAKS of Snow Crop Division, Clinton Foods, Inc., New York City, are making their bow in major eastern markets as Snow Crop's 61st item. Each 8-oz. carton, bearing Snow Crop's four color label and a cellophane overwrap holds four 2-oz. patties.

# NIAGARA "No-Frost"

**SUCCESSFUL  
IN BIG  
INSTALLATIONS**



**PRECOOLING**

2 Niagara Spray Coolers pre-cool 3500 boxes of pears per 24 hours—total storage capacity 40,000 boxes.



**FOOD FREEZING**

Hardening 10,000 gal. of ice cream per day at  $-30^{\circ}\text{F}$ .



**FROZEN FOOD STORAGE**

Room 80 ft. x 135 ft. Temperature  $-5^{\circ}\text{F}$ .

NIAGARA "No-Frost" gives you extra capacity and better operation. It improves quality, especially in foods, where it brings the product to correct temperature faster and holds it without fluctuation. It saves money for you in the cost of power and labor. With Niagara "No-Frost" there is never any "defrosting" loss of time or temperature rise.

Write for Bulletin 105

## NIAGARA BLOWER COMPANY

Dept. NP, 405 Lexington Ave.  
New York 17, N. Y.

Sales Engineers in Principal Cities  
of U. S. and Canada

## Pard Becomes 3-D Star In New Swift Billboards

The first use of spectacular billboards for Pard and Pard Meal by Swift & Company has been announced for the Los Angeles area. The displays will feature giant plywood cutouts of a boy, dogs and product packages.

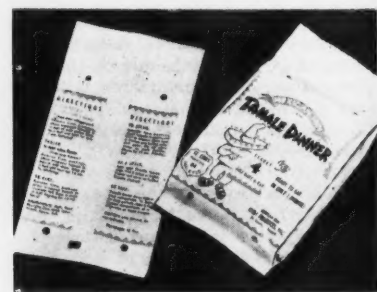
Each of the three billboards, which project a three-dimensional appearance, has an individual theme. One shows a cutout of the head of a Boxer, 22 ft. high; another features a 26-foot boy and his dog, and the third has a 24-foot Cocker Spaniel. The product packages are 12 ft. and 14 ft. high. Cutout neon plastic letters atop the bulletins are six and a half feet high. The signs are rotated every two weeks among three locations in the area.

Swift has used such billboards for its other products, but this is the first time its dog foods have been the subject. The new technique was originated by the Pacific Outdoor Advertising Co. of Los Angeles, and Swift is one of the first firms to employ it.

## Institute Being Formed To Promote Mexican Foods

Representatives of firms manufacturing "Mexican-type" foods have called a meeting for February 17 and 18 in the Roosevelt Hotel, New Orleans, to organize a proposed Mexican-Foods Institute to promote their products.

William Coughlen of Walker's Austex Chili Co., Austin, Tex., was elected chairman of the organizing committee at a preliminary meeting in Austin. Edward J. Stegner, Stegner Food Products, Cincinnati, and E. George Lambrecht, Gentry, Los Angeles, were named committee vice chairmen.



UNUSUAL EXAMPLE of plastic packaging where transparency is not required is new white opaque polyethylene showbag recently adopted for tamales by Mexican Inn Chili Products Co. Meat fats previously had tended to come through tamale wrapper. New showbag, developed by Central States Paper & Bag Co., St. Louis, covers contents, withstands low temperatures of freezer cabinets and provides good printing surface. Package is printed in brilliant yellow, red and black with Mexican theme. It has an added function as a re-usable bag for home freezer and refrigerator storage.

## Briefs IN THE NEWS— ON *Selling Meat*

More and more companies are showing that they mean to put teeth in the slogan, "Let's Sell More in '54."

A full national advertising program of "vast scope" to incorporate television, radio, newspapers and demonstration promotions will be launched soon in all national territories representing Excelsior brand fresh frosted meats, Excelsior Quick Frosted Meat Products, Inc., New York, announced. Intensive coverage already has been started in Pittsburgh, Boston and surrounding areas.

A new fleet of cars has been purchased by Bernard S. Pincus Co., Philadelphia, for use by its sales representatives and merchandising men in the firm's greatly expanded sales and merchandising program, Pat McComesky, sales manager, and Milton Platt, advertising manager, announced.

Canton Provision Co., Canton, Ohio, has appointed the John Duffy Co., Cleveland, to act as its advertising agency. Plans for 1954 include a comprehensive merchandising and sales promotion, sales helps and sales training.

John Morrell & Co. Ottumwa, Iowa, has scheduled five four-color half pages in *Ladies' Home Journal* and *Better Homes and Gardens* in its new advertising campaign for Morrell Pride hams.

The campaign, which features the three Morrell Pride hams—E-Z-Cut Cooked Ham, Pride Ready-To-Cook Tender Ham and Pride Savory Canned Ham—was kicked off with a four-color page in the December issue of the *Journal*. Copy emphasizes sealed-in flavor.

In the meantime, Arizona cattlemen are prodding their grocers and butchers to more aggressive selling of the cheaper cuts of beef. Each member of the Arizona Cowbelles, auxiliary of the Arizona Cattle Growers Association, pledged at a recent meeting in Phoenix to see that meat retailers in her community exert genuine effort to sell more beef. One goal is to get retailers to give more recipes to customers emphasizing the use of less fancy cuts.

### Is Sales Lag Your Fault?

"Stop taking pot shots at salesmen," says Fen K. Doscher, vice president in charge of sales, Lily-Tulip Cup Corp., New York City. "It's your fault if you're not providing them with the pointed tools of advertising, promotion and training." Doscher told a dairy group in Chicago that the final sale often comes on the fifth call. A recent survey, he said, showed that 62 per cent of customers are lost because management has failed to impress upon the salesmen the need of return calls.



Unbelievable savings in time, labor and materials are yours with the Campbell Wrapper. Automatic continuous feeds and deliveries combined with easy, simple operation permits one person to tend and operate several machines at one time in many cases. Then too, because no trays or stiffeners are required *unless desired*, you cut material costs from 25 to 50%. With the Campbell Wrapper packaging production soars to new heights too, for it automatically crimps, heat or glue seals your products, in any type wrap material, at average speeds of 100 to 300 units per minute! Wraps regular or irregular shaped products — single or multiple per unit with equal ease and speed. Simplified adjustments require minimum down-time for size change-over. Whatever your product—investigate now, how you can *save* with the Campbell Wrapper.



### FOR THE ARMED SERVICES

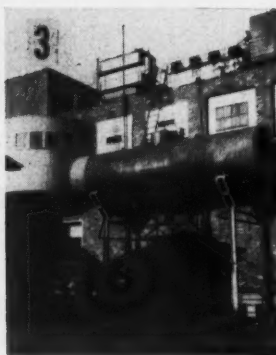
We are contributing to the nation's defense program by providing a large part of our increased production facilities for building precision armaments. Civilian orders are filled on a reasonable time basis only.



**New!**  
Completely revised free booklet—Write for your copy.

Manufacturers of Aniline and Gravure Presses, Folders, Interfolders, Laminators, Waxers, Embossers, Sitters, Sheeters, Roll Winders, Packaging Machines, Creppers and Tissue Converting Units.

NEW YORK: 55 WEST 42 STREET



## North East Expands Hog Operations at Somerville

**O**NE of the first meat companies to leave the old Boston market area, but which did not move to the new market terminal (see the NP of January 2, 1954), was the North East Packing Co., pork cutting division of the Somerville Packing Co. North East moved its operating center back to the 11-year old Somerville plant—a shift that required construction of four new coolers, a smokehouse and conversion of a cooler into a hog cutting room.

North East is now slaughtering 2,000 hogs per week and sells all of its pork products fresh to the trade with the exception of a small quantity of slab bacon. Loose lard and tallow are shipped in tank trucks throughout New England and to New York.

*The pictures show: 1—One side of the expanded Somerville-North East building; 2—Rail-equipped trailer for 160 dressed hogs; 3—Elevated tallow storage tank; 4—Dressed hog shipping dock; 5—New smokehouse; 6—Hog killing floor; 7—Splitting hogs with power saw; 8 and 9—Views of new 30-ft. hog cutting conveyor with capacity of 50 hogs per hour.*

Morris Madfis was the founder of the North East company and his two sons, Richard and Theodore, are now the principal operators. Julius J. Needle, as general manager, is in charge of all pork sales and cutting room operations.





**SAVED:**

**\$1,000** annually in  
labor costs alone  
by a Hoerner Packaging Engineer\*

**Here's Proof:**

Tamko Asphalt Products Inc., Joplin, Missouri, manufacturers of a complete line of Asphalt composition shingles and rolls in a wide variety of weights and colors, asked a Hoerner Packaging Engineer to study their methods of handling packaging materials. The result: a box car of corrugated shingle wrappers was unloaded at destination in 1/15 the man hours usually required. Greater production line efficiency, better use of warehouse space. Big savings of time, labor, money.

If your company packages things, whatever they are, why not see what a Hoerner Packaging Engineer can do for you? It won't cost you a cent or obligate you in any way. It *can* mean an increased margin of profit through savings in labor and material costs, prevention of shipping losses. For a study of *your* packaging operation, just write to one of the Hoerner plants listed below.

\* Mr. Arnold Rogers

PLANTS AND ★ SALES OFFICES LOCATED ALONG THE BACKBONE OF AMERICA...

*the* **HOERNER**  
*Corporation*



600 MORGAN ST. • KEOKUK, IOWA

Sales Offices: 209 So. LaSalle St., Chicago 4, Illinois

- **ABC Corrugated Box Company**  
Minneapolis, Minnesota
- **Des Moines Container Company**  
Des Moines, Iowa
- **Ottumwa Shipping Containers**  
Ottumwa, Iowa
- **Iowa Fiber Box Company**  
Keokuk, Iowa
- **South West Box Company**  
Sand Springs, Oklahoma
- **Arkansas Box Company**  
Ft. Smith, Arkansas
- **Southwest Corrugated Box Company**  
Ft. Worth, Texas
- **Little Rock Corrugated Box Company**  
North Little Rock, Arkansas
- 50 E. 42nd St., New York 17, N. Y.



## Tobin Profits Rise 20% to \$938,511 Despite Sales Dip

Net earnings of Tobin Packing Co., Inc., Rochester, N. Y., rose to \$938,511 in the 52-week fiscal year ended October 31, 1953, a 20 per cent increase over the \$782,959 profit earned in the previous 53-week fiscal year, Frederick M. Tobin, president, reported in the annual statement to stockholders.

Net earnings per common share (after preferred payments of \$7 per share) amounted to 92c compared with 73c in 1952. Dividends paid amounted to 65c per common share in 1953, compared with 60c in the previous year.

The profit picture improved despite a drop in net sales to \$106,840,038 in 1953 from \$126,179,531 in the previous year and a decrease in sales tonnage to 293,467,571 lbs. in 1953 from 328,405,727 lbs. in 1952.

Indeed, Tobin explained, sale last July of the Tobin Fort Dodge pork packing plant, which had been unprofitable in the last three years, while reducing total sales volume, resulted in the better percentage of net profit. Profit was equal to 88c per \$100 of sales as against 62c in 1952.

The 1953 net profit per pound of meat products sold was \$0.0032, compared with \$0.0024 in 1952.

Sale of the Fort Dodge plant to Geo. A. Hormel & Co. and liquidation of inventories and accounts receivable resulted in realizing slightly more than book value and freed \$7,000,000 for use in the Tobin business, Tobin said. A balance of \$3,200,000 owed by Hormel on the purchase price of the plant and equipment was received by the Tobin firm on November 20, 1953, and the funds were used to retire bank loans in full and to improve the company's cash position, Tobin said.

Working capital increased to \$6,718,089 from \$5,156,439 during the year, a ratio of 2.69 to 1 at October 31, 1953, as compared with 1.88 to 1 at the end of the previous fiscal year.

Number of employees dropped from 3,052 to 1,905 during the year, and wages, salaries and employee benefits totaled \$12,352,184 as against \$13,373,784 in 1952. The company again met the national pattern of bargaining with labor, Tobin said, and as of September 28, 1953, increased hourly wages 5c an hour and further contributed to medical and hospital insurance plans. A deferred profit-sharing plan also was established during the year for salaried employees. Hidden payroll costs for benefits other than direct wages, salaries and incentive payments amounted to 39.8c per hour worked by all employees at the Tobin Rochester, Albany and Estherville divisions, Tobin revealed.

"Our business is good," he said. "We are developing several new products and new packages that should increase our sales and profits so that the



## SAVE with Speco's 5 Year Guarantee

SPECO alone gives you all of these advantages in its famed Triumph plates: 1—correct design; 2—clean, cool cuts; 3—long, trouble-free performance; 4—precision manufacture; 5—Plus 5-year guarantee in writing. Write for catalog and plate ordering guide—FREE!

# SPECO inc.

THE SPECIALTY MANUFACTURERS

3946 Willow Road • TUXedo 9-0600 (Chicago) • Schiller Park, Illinois

year 1954 should be better than any in the past four years."

A special section was devoted to a report by Herbert Rumsey, jr., executive vice president, on the \$1,000,000 expansion program in progress at the Rochester division. The new facilities will provide an additional 65,000 sq. ft. of floor space, 38,000 of which will be under refrigeration. The new area will be provided with the most modern improved equipment and should aid considerably in reducing operating costs, Rumsey said.

"As the result of the recent rapid growth of self-service retail merchandising," Rumsey pointed out, "never before in the history of the meat packing industry has there been a greater challenge to inventive creativeness in the fields of new packaging and new product developments. Our tireless efforts in this direction are now bearing fruit and we still have many new items that we

will be in a position to put on the market when our new plant facilities are available."

The consolidated statement of earnings of the Tobin Packing Co., Inc., and wholly-owned subsidiaries for the fiscal year ended October 31, 1953, follows:

NET SALES	\$106,840,038.33
Gain from Sale of Fort Dodge, Iowa Plant and Equipment, Less Net Loss from Disposal of Supplies and Other Items in Connection With Sale of That Plant	11,134.90
Other Income	141,736.74
	106,992,909.97

Less	
Manufacturing Costs, Packing, Shipping, Delivery, Selling and Administrative Expense:	
Livestock, Meats, Ingredients and Other Merchandise	86,230,062.93
Salaries, Wages, Other Compensation and Social Security Taxes	11,884,848.53
Employee Retirement Fund Contributions	100,000.00
Provision for Depreciation	563,850.81
Other Supplies and Expenses	5,982,874.31
	104,761,636.58
Interest Expense	371,206.72
Other Deductions	30,390.35
	105,163,233.65

Provision for Federal Income Taxes	1,829,676.32
	891,165.19

NET EARNINGS FOR THE YEAR	938,511.13
Earnings Retained for Use in the Business at Beginning of Year	6,434,871.70
	7,373,382.83

Deduct Dividends Paid:	
Preferred (\$7.00 Per Share)	158,879.00
Common (\$.65 Per Share)	532,452.45
	711,331.45

EARNINGS RETAINED FOR USE IN THE BUSINESS AT END OF YEAR	\$ 6,662,051.38
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## MID Directory Changes

The following MID changes were announced recently by the Bureau of Animal Industry, USDA


**Meat Inspection Granted:** Stark, Wetzel & Co., Inc., 725 Gardner Lane; mail, P.O. Box 1218, Indianapolis 6, Ind.; Los Hispano Provision Co., 528 Craven st., Bronx, New York 59, N. Y.; Fort Dodge Packing Co., Inc., P.O. Box 488, Fort Dodge, Iowa; Iowa Beef Co., Inc., 84 Newmarket Square, Roxbury, Boston 18, Mass.; David Epstein Co., 83 Newmarket Square, Roxbury, Boston 18; New York Beef Co., Inc., 136 Newmarket Square, Roxbury, Boston 18; Bonsib Drive Inc., 4956 East Colfax ave., Denver 7, Colo.; American Kosher Products Co., 31 Linden st., Somerville 43, Mass.; Gusto Ravioli Co., 653 Ninth ave., New York 36, N. Y.

**Meat Inspection Withdrawn:** Goren Packing Co., Inc., 39-41 Commercial st., Boston 9, Mass.

**Change in Name of Official Establishment:** John Engelhorn & Sons, 17-27 Ave. L, Newark 5, N. J., instead of John Engelhorn & Sons, Inc.; Duffy-Mott Co., Inc., 777 Mount Read blvd., Rochester 3, N. Y., instead of American Home Foods, Inc.; Sam McDaniel & Sons, Inc., R.F.D. 3, Bedford, Va., instead of Sam McDaniel & Sons; Wimp Packing Co., 1127 W. 47th pl., Chicago 9, Ill., instead of Russell Packing Co. and subsidiary Wimp Packing Co.

## New Bill on Pesticides

A bill giving the Food and Drug Administration authority to regulate use of pesticides (HR 7125) has been introduced by Rep. A. L. Miller (R.-Neb.). The bill would ban from use on a raw farm commodity any pesticide not generally recognized by experts as safe for use unless a tolerance has been set up by the secretary of welfare or unless it is exempted by the secretary.



**Notice**  
**Tufedge**  
BEEF CLOTHING  
SUPERIOR TO ANY SHROUDS

- Outlasts other beef shrouds 5 to 1.
- Rip-resistant pinning edge gives better, faster application.
- Available in 40" and 36" widths.

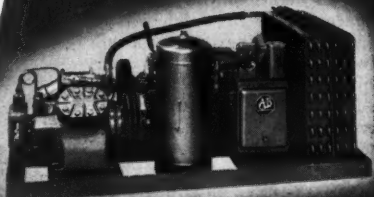
**CLEVELAND COTTON PRODUCTS CO.**  
CLEVELAND, OHIO  
CANADIAN DISTRIBUTORS: ILCO LTD, TORONTO



*"Reserve Capacity"*

Batavia-designed condensing unit eliminates lost motion and provides excess capacity due to its special features.

DESIGNING

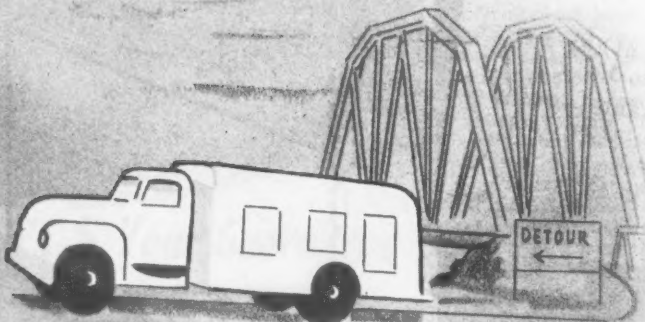


reason why

# BATAVIA means best\* in Refrigerated Delivery

**\*Best insurance against food loss**

A loss of time cannot cause any loss of quality if perishables are being carried in a Batavia Refrigerated Body. That's because Batavia provides a *reserve* of refrigeration — a margin of safety provided by thicker insulation, a larger condenser, more hold-over plates, temperature-tight doors. The quality of a beautiful Batavia Body protects the quality of your products. Write today and learn why the *true* cost of a Batavia Body is actually less. Batavia Body Company, Batavia, Ill.



**BATAVIA REFRIGERATED BODIES**

# UP & DOWN THE MEAT TRAIL

## Oscar Mayer Names Beach Operations Vice President

The appointment of P. Goff Beach, jr., to the position of vice president of operations of Oscar Mayer & Co., has been announced by Oscar G. Mayer, jr., executive vice president. Beach has been Madison plant manager since 1952 and a vice president since May, 1953. In addition to his new duties, he will continue to serve as Madison plant manager.



P. G. BEACH, JR.

His new responsibilities include the direction and coordination of all of the firm's slaughtering and meat processing operations in its five plants situated in Madison, Chicago, Davenport, Philadelphia and Los Angeles. Beach joined the company in Chicago in 1936 and has been with the company since then in various capacities in the operations division in Chicago and Madison except for three years as a Navy officer during World War II.

## Rath Announces Brecunier Retirement, 6 Promotions

The retirement of R. A. Brecunier as director and treasurer of The Rath Packing Co., Waterloo, Iowa, and promotion of six other executives have been announced by R. A. Rath, chairman of the board of directors.

Brecunier, who served with the firm for 41 years, retired because of poor health. He will be replaced on the board of directors by Joe Gibson, secretary and comptroller. Gibson, who has been with the company since 1921, will continue as secretary.

Howard Dexter has been promoted from assistant comptroller to comptroller. Willis R. Nesbit moves from assistant treasurer to treasurer. W. H. Coffin, general production manager, has been named vice president in charge of plant operations, including industrial relations.

H. S. Bartley, executive engineer, was named vice president in charge of engineering, construction and maintenance. Richard W. Rath relinquished the title of assistant treasurer and was named assistant vice president of research and development.

## Epeneter Moves Up to Head Armour Refinery Division

Appointment of J. O. Epeneter as general manager of Armour and Company's refinery division has been announced by F. W. Specht, president. Epeneter, who had been assistant general manager since 1950, succeeds C. L. Bothwell, who retired after 44 years' service.

Since starting with Armour in 1932 as a helper in the beef department after graduating from the University of Nebraska, Epeneter has worked as clerk, salesman, livestock buyer and plant executive in Omaha, Neb.; Grand Forks, N. D., and St. Paul, Minn. He was general manager of the Huron (S. D.) plant from 1946 until his transfer to Chicago in 1950.

## PERSONALITIES and Events OF THE WEEK

►John G. Baker, president of the Baker Packing Co., Mexico, Mo., has been elected president of the Mexico Chamber of Commerce. Baker succeeded his father, the late Clarence Baker, as head of the packing plant which the younger Baker joined in 1945 after Army service during World War II.

►Harry P. Littler, formerly with the New York office of Libby, McNeill & Libby and more recently in the company's canned meats division at Chicago, has been named manager of Libby's Atlanta branch, succeeding L. E. Tyce.

►Jennings Abattoir and Packing Co. has been launched by Phil Hoag in Jennings, La. Calise Dupuis is manager of the plant, which slaughters about 50 head of cattle and 20 hogs a week.

►Granite State Packing Co., Manchester, N. H., is constructing new livestock pens and new beef coolers to hold 300 head of cattle.

►R. B. West Co., Inc., Buffalo, N. Y., will build a new killing plant under designs furnished by Worcester Engineering Co., Boston.

►A new meat packing and processing firm, the Tioga Packing Co., is being started in Chanute, Kan., by Orville L. Moulton, operator of the Chanute Wholesale Meat Co., and Joe Sutcliffe, owner of the Sutcliffe Pipe and Supply Co. The new business, expected to be in operation by

the end of February, will be situated in the former Banfield Packing Co. plant on North Santa Fe road. Moulton, formerly associated with R. C. Banfield, said he retained his own interests in the plant where he had been general manager while Sutcliffe has purchased the Banfield interests. Authorized capitalization of the new company was announced as \$85,000.

►Thomas J. (Tom) Enright recently was elected secretary-treasurer of



T. J. ENRIGHT

Wm. Davies Co., Chicago. He also has been elected vice president of the Columbia Warehouse Co. and as a member of the Chicago Board of Trade. A native Chicagoan, Enright started to work for the Davies organization 25 years ago as credit manager. Most of his work during his 25-year

career in the industry has been in the merchandising of provisions.

►A three-alarm fire recently caused damage estimated at \$100,000 in the plant of Ideal Packing Co., Cincinnati. Fire started in the smokehouse and swept upward through the building. Approximately 400 hogs in a third-floor pen were saved by a heavy door which separated them from the fire area. A. W. Goering, president, estimated damage to equipment and supplies alone at \$35,000. The plant occupies two adjoining buildings, both owned by the city of Cincinnati. City plans call for razing the structure to enlarge the Dyer Park playground. The company has filed a building permit to construct a new meat packing plant on Grand ave., Westwood.

►C. J. Renard has announced the re-establishment of the Kennett-Murray service department with offices in room 907, 740 Eleventh street N. W., Washington, D. C. C. B. Heinemann, sr., will supervise the department as manager. The department will strive to serve the packing industry.

►Greendale Packing Co., Plattsville, Conn., is making extension of boning cooler and freezer space along plans furnished by Worcester Engineering Co., Boston.

►Appointment of J. T. Newell of the city sales department, Plankinton Packing Co., Milwaukee, as advertiser

ing manager has been announced by W. F. Schuette, president and general manager. Newell relieves C. N. Colling of the advertising duties which he has directed along with the company's table ready meats department. Colling now will devote his full time to the table ready meats department and other new lines Plankinton proposes to market shortly. The firm is a subsidiary of Swift & Company.

►The Hollister Meat Co., Hollister, Calif., which has been closed for a number of years, recently came under new ownership and will reopen January 18.

►Howard G. Gilbert, 72, head of the John Morrell & Co. accounting department in Sioux Falls, S. D., for 25 years before his retirement in 1949, died recently after a long illness. He entered the company's accounting department in Sioux Falls in 1912 and was named head of the department in 1924.

►The Marhoefer German band, which has made appearances in 14 states, will provide music for the annual dinner of the Elwood Chamber of Commerce, Elwood, Ind., January 19, through the courtesy of John Hartmeyer, vice president and general manager of the Marhoefer Packing Co., Inc., Muncie.

►Monroe E. Pfaelzer, president of Pfaelzer Brothers, Inc., Chicago, wholesale meat purveyor, has been appointed packing group chairman in the foods and food products section of the business division in the \$610,000, 1954 fund drive of the Chicago Heart Association. Goal of the packing group is \$4,200. Pfaelzer, who in previous heart



M. E. PFAELZER

campaigns has been one of the most successful chairmen in the business division, is a director of the Franklin Boulevard Community Hospital and also of the Valentine Boys Club of Chicago. Contributions are used to further research, education, and service in the field of heart welfare.

►Carroll Plager, livestock extension director of Geo. A. Hormel & Co., Austin, Minn., was honored by radio station WHO, Des Moines, in its annual program and dinner recognizing the Master Swine Producers of the year.

►Leland B. Shewmaker, personnel manager for Armour and Company in St. Joseph, Mo., has filed for nomination as a Democratic candidate for the city council. Shewmaker also is president of the St. Joseph Welfare Board and has been chairman of the city Democratic committee for the

past eight years. He is a World War I veteran and has been employed at the Armour plant in St. Joseph since 1919.

►Preston B. Heller, 52, president of B. Heller & Co., Chicago manufacturing chemists, died recently after a short illness. He was the son of the late Benjamin Heller, who founded the firm in Chicago in 1893.

►Lovett's Meats, Cincinnati, which specializes in boned meat cuts for the retail trade, has moved into a new \$60,000 beef boning plant. Ralph S. Lovett, owner, also announced that Vernon Bigler, who gave cutting demonstrations for the National Live Stock and Meat Board for the past few years, has joined the Lovett organization.

►John Holmes, president of Swift & Company, Chicago, has been elected a director of the Continental Illinois National Bank & Trust Co.

►Chester O. Hurray, 63, well-known to the meat industry as a supplier's representative, died recently of a heart attack. He was the New England representative of H. J. Mayer & Sons Co., Inc., Chicago.

►A hearing has been set for 10:30 a.m. Monday, February 15, in the Federal Building, Newark, N. J., for any objections to the appointment of James Rosen as trustee in the reorganization of Adolf Gobel, Inc., under the bankruptcy act. The reorganization was ordered December 28 by the U. S. District Court in Newark.

►Orlow D. Esterbrook, 67, manager of the Cleveland branch of Wilson & Co., died recently after an illness of nearly a year. He had been active in the meat packing industry for 45 years. Esterbrook went to work for Swift & Company upon graduation from the University of Dayton and rose to become a branch manager. He joined Wilson & Co. 25 years ago and was manager in Saginaw, Mich., and Grand Rapids, Mich., before being transferred to Cleveland 12 years ago to take charge of the branch there.

►The Bradford Meat Co., Kerman, Calif., has been leased by the Diamond Meat Co. President of the new firm is Jack Diamond, formerly Fresno manager of Cudahy Packing Co.

►Edwin O. Edmonds, 74, a Swift & Company employee for 49 years, died recently in Denver, Colo., after a long illness. At the time of his retirement, he was chief engineer of the Swift plant in Omaha. During World War II, Edmonds was a "dollar-a-year" man, serving as chief of the packinghouse division of the War Production Board. At the time of his death, he was a partner and official of Insulation Specialty Co., Denver.

►Henry P. Rusk, 69, dean emeritus of the University of Illinois College of Agriculture, died January 10 in Urbana. An authority on agricultural education and livestock, Dean Rusk

received the gold medal of the American Farm Bureau in 1947 for distinguished service to agriculture.

►Frank Bahmer, 52, founder of the Bahmer Packing Co., Defiance, Ohio, predecessor of the Eckert Packing Co., died recently after a 13-year illness. The firm was sold to Eckert in 1944.

►A wholesale and retail meat plant, to be known as the Clinton Packing Co., will be established soon in Clinton, Ill., according to an announcement by E. U. Hullinger, who will own and operate the plant.

►The Detroit Association of Grocery Manufacturers Representatives has elected Frank Malecek of Geo. A. Hormel & Co. as president.

### Storm Succeeds Jones as Armour Assistant Treasurer

Election of Leslie C. Storm as an assistant treasurer of Armour and Company has been announced by the board of directors. In this capacity, Storm will serve as general credit manager.

He succeeds Arthur L. Jones, who died December 21 after 34 years of service.

Storm, who had been assistant general credit manager since 1951, started with Armour as an office boy in 1916 and has served in various credit positions. Armour and Company has been his only employer.

### Paul Meyer Named Manager Of Swift Cleveland Plant

Paul H. Meyer has been named manager of the Cleveland plant of Swift & Company, succeeding A. L. Eviston who has been transferred to the Chicago headquarters staff of John Holmes, company president.

Meyer, who joined Swift in 1915 as a scaler in the pickle cellar, has been assistant manager of the firm's Chicago plant since 1950. Eviston had served as manager of the Cleveland plant since 1943 and also was manager there from 1934 to 1941 before fulfilling assignments in Los Angeles and in the company's general offices.

### Prison Abattoirs Planned In Pennsylvania, Montana

An abattoir is among new industries to be added in Pennsylvania's seven state penal institutions in the near future, it was announced in Harrisburg, Pa., by Arthur T. Prasse, state commissioner of correction.

In Helena, Mont., the Montana state board of examiners also agreed to start preparations for a new slaughterhouse at the state prison in hopes that the next legislature would approve its construction. Prison Warden Fay Burrell estimated that the new building would cost about \$15,000 if some of the material could be furnished by the state.

we've doubled our manufacturing facilities  
to take care of the increased demand for

## M.I.S. SAFEWAY CURE

• here's why it's **IN CLASS BY ITSELF!**

SAFEWAY CURE never hardens! It's always soft and fluffy from the very top clear thru to the very bottom of every drum! Dissolves instantly! Will not deteriorate! SAFEWAY CURE is guaranteed—100%.



### TESTED and APPROVED

The cure in this drum was made, and was tested in our laboratory on

Reck, No.

MEAT INDUSTRY SUPPLIERS  
4432-40 S. Ashland Avenue, Chicago 9, Illinois

This recorded Certificate of Approval guarantees that it has been laboratory tested and is 100% perfect! No drum that isn't, ever leaves our plant!

### Ready for IMMEDIATE DELIVERY!

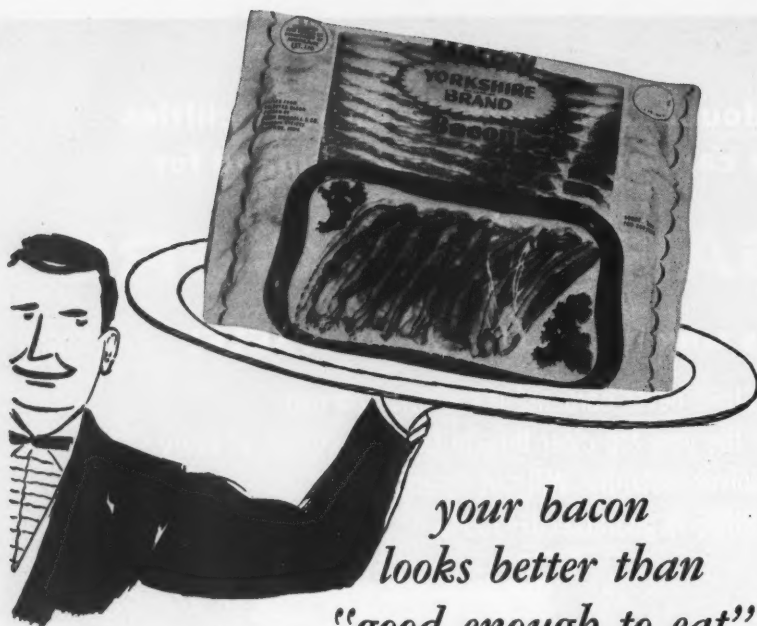
M.I.S. maintains large warehouse stocks strategically located all over the U.S.A. ready for speedy delivery. TRY A SAMPLE DRUM ON APPROVAL.



4432-40 S. ASHLAND AVE. CHICAGO 9

OFFICES AND  
LABORATORY

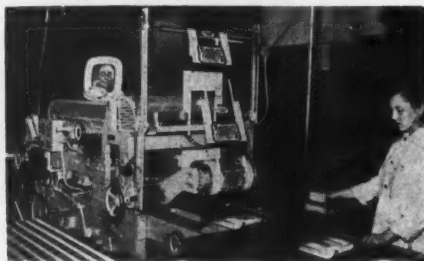
**M**eat **I**ndustry **S**uppliers  
CREATORS AND MANUFACTURERS OF FINE FOOD SEASONINGS



## wrapped on The BATTLE CREEK Model 201-A

Your bacon is always ready for eye-appealing display in the display case when it is wrapped nearly air-tight by the new improved Battle Creek tension-wrap method. Every package is cradled through the complete wrapping cycle by the famous Battle Creek "Continuous Flow" principle on the new improved Battle Creek Model 201-A Bacon Wrapping Machine.

An electric eye (optional) sees that each package label is properly positioned so that you get the maximum sales effect from your carefully worked out package design. In the Morrell package shown here, the bacon sells itself through the perfectly positioned package window.

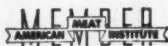


### The BATTLE CREEK MODEL 201-A smooths out production problems too!

- Spring mounted paper tensioning rolls insure accurate feeding of the web of paper at just the right tension. You get the Battle Creek "tension-wrap" without time-wasting, paper-breakage shutdowns. It eliminates cripples too!
- Easy to load. The open pocket style intake provides easy visibility for the operator, to keep every pocket full for maximum machine production.
- Hand wheels permit size changes in five minutes or less, paper cut-off adjustments in 30 seconds or less.
- Improved "Double Seal" heat sealing creates a durable, moisture-proof package. This extra seal provides a stronger, neater package that stands up under Super Market handling and refrigeration methods.
- Machine cleaning down time minimized. The hinged carriage of the Battle Creek Model 201-A exposes the folding, sealing, and package handling sections of the machine for quick, easy cleaning. Non-corrosive metal parts are used throughout the machine wherever the product touches metal. Machine clean-up is fast and easy, saves production time.

*Continuous Flow* PACKAGING

BATTLE CREEK BREAD WRAPPING MACHINE CO. Battle Creek, Mich.



## Plant Maintenance Show Offers Factual Fare Of Value to Industry

Twenty round table discussions coupled with 11 sectional conferences and topped with one entire evening devoted to a question and answer period is the factual fare being offered to maintenance and engineering personnel who attend the 5th Plant Maintenance and Engineering Show to be held at Chicago January 25-28.

The various meetings will take place at the Conrad Hilton Hotel while one of the largest collections of maintenance equipment, from the standpoint of both engineering and sanitation, will be exhibited at the International Amphitheatre.

While all the conferences and the exhibition should prove of interest to members of the meat industry, the following are listed as of special significance:

Monday's sectional conferences, 8 to 10 p.m. 1.) "Preventive Maintenance—Pros and Cons," chairman, Earl S. Fenelon, supervising architectural engineer, manufacturing division, H. J. Heinz Co., Pittsburgh. 2.) "Sanitation Methods, Materials and Controls," under the chairmanship of L. Lloyd Barron, sanitary engineer, National Biscuit Co., New York City. The panel membership includes Vincent J. Del Giudice, section head, technical service section, Armour and Company, Chicago. 3.) "Work Measurement, Work Standards and Incentives," under the chairmanship of Howard A. Estabrook, plant manager, Ethicon Suture Laboratories, Inc., New Brunswick, N. J.

Tuesday's round table discussion, to be held from 9 to 11:30 a.m., will feature the discussion of maintenance of various types of equipment. Included in this series of meetings will be: 1.) "Maintenance of Materials Handling Equipment," with William P. Sheehy, chief maintenance engineer, The B. F. Goodrich Co., Akron. 2.) "Lighting Equipment—Its Selection and Upkeep," under Carl W. Zersen, managing director, Chicago Lighting Institute, Chicago. 3.) "Maintenance in Plants Having Up to 25 Maintenance Employees," led John A. Barth, general manager, The Barth Corp., Cleveland. 4.) "Maintenance Stores and Storekeeping," with A. J. Hobday, general foreman of maintenance, Wagner Electric Corp., St. Louis, acting as discussion leader. 5.) "Maintenance in Food Processing and Packaging Plants," led by Don F. Copell, vice president and plant engineer of the Wagner Baking Co., Newark, N. J.

Section conferences Tuesday afternoon from 2:30 to 5 o'clock will include a continuation of "Sanitation—Methods, Materials and Control," with Sidney Brierley, assistant department head, inside cleaning department, Kodak Park Works, Eastman Kodak Co., Rochester, and "Occupational Dermatitis," by Dr. Louis Schwartz, Washington, D. C.

Other Tuesday afternoon sectional

meetings will include: "Corrosion Control and Prevention," under the chairmanship of L. B. Woolfenden, plant engineer, General Aniline Works, Grasselli, N. J., and "Waste Disposal Problems and Solutions," with T. J. Powers, supervisor, waste disposal department, The Dow Chemical Co., Midland, Mich.

Wednesday from 8 to 10 p.m. the question and answer period will be held in the Eighth Street Theater, adjacent to the Hilton Hotel, with L. C. Morrow, consulting editor, *Factory Management and Maintenance*, acting as chairman.

The exhibit at the Amphitheatre will be open from 10 a.m. to 6 p.m. daily during the conference with the exception of Tuesday when it will remain open until 10 p.m.

The fee for the entire show is \$20, and the daily fee is \$10. There is no admission charge for the exhibit at the Amphitheatre. Advance registration may be made through Clapp & Poliak, Inc., 341 Madison ave., New York 17, N. Y.

### Germans Holding Their Own

Domestic production of cattle in the German Federal Republic at present covers 97.5 per cent of meat consumption in West Germany so practically no imports are necessary, it was reported at the annual meeting of the Rhenish-Westphalian Live Stock Trade Association in Cologne. Annual per capita consumption of meat in the German republic has averaged 40 kilograms since 1952, the association said.



"NO-WASTE" SWITCH is a new feature of the Connolly Roller Grill which makes it possible for the operator to keep some rollers hot and run the others cold, avoiding waste due to too much heating during slack periods. J. J. Connolly, Inc., manufacturer of the grill, developed switch so attention-catching rotation of stainless steel rollers and constant motion of frankfurters could continue undisturbed while only enough franks for immediate sale would be cooked. Grill is used in many chain stores.



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Sales success is no accident. That's why so many food manufacturers give their products the "stay-fresh" protection of Sustane No. 1-F . . . highest potency butyl hydroxyanisole in flake form! Prevents rancidity before it starts . . . gives long time unrefrigerated protection and remarkable carry-through for baked goods. It is completely and readily fat soluble, colorless and odorless. 100% active antioxidant—low in cost . . . easy to apply.

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## 23 Ohio Packers to Face Meat 'Watering' Charges

Twenty-three Ohio meat packers face charges by the State Agriculture Department of adding more milk powder and cereal or more water to their lunchmeat than the state allows.

C. W. Van Schoik, acting director of the department and chief of its food and dairies division, would not name the packers until formal charges are made. He said the charges are based upon a two-month quiet checkup of 30 of Ohio's estimated 700 packers and slaughterers. Department inspectors bought samples in 11 cities scattered throughout the state and had them tested for meat content.

Of the 43 samples obtained, Van Schoik said, only 11 met state requirements. Ohio law allows 10 per cent water, but 25 samples showed from 10.2 to 34.1 per cent. The law permits only 3.4 per cent milk powder and cereal by weight, but 20 samples ranged from 4.3 per cent to 18.9 per cent in these ingredients. There were double violations in some cases, Van Schoik said, charging that consumers haven't been getting their money's worth since the added ingredients cost the packer less than meat.

## Cleveland Inspection Fee Fight Goes to High Court

Fourteen slaughterhouses that sell meat in Cleveland have carried their fight against city inspection fees to the Ohio Supreme Court.

Hall Brothers and 13 other firms outside the city appealed from Cuyahoga County court decisions upholding city charges for inspection services "customarily rendered." They claimed the city and its health commissioner lacked authority to charge the fees.

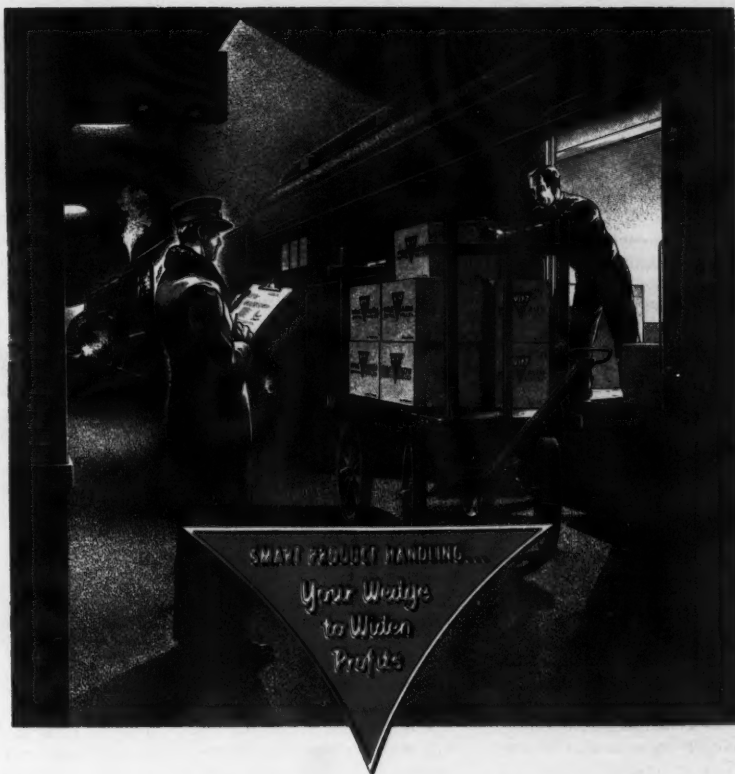
Common pleas and appellate courts held that Cleveland's codified city ordinance providing for the fees was a "valid exercise of the police power under the home rule provisions."

## 'C' Ration Improved

Beef and peas with gravy, chop suey with meat, and ham and potatoes are among the eight new food items to be contained in a new and improved version of the "C" ration, the Army's packaged meals for combat troops. The revised ration, developed by the Army Quartermaster Corps, will be packed in a flatter, more rectangular package for easier carrying.

## Financial Notes

The board of directors of Wilson & Co., Inc., a Delaware corporation, has declared a dividend of \$1.0625 per share on its \$4.25 preferred stock for the period from January 1, 1954, to March 31, 1954, payable April 1, 1954, to stockholders of record at the close of business on March 15, 1954.



## The Damage Prevented By Gaylord Boxes Is Clear Profit For You

When you comb your operations for places to cut costs, take a long look at damage claims. The actual claim is only the beginning—it sets off a chain reaction of confusion that cuts into what should have been your profit.

Many manufacturers are discovering the profit advantages of reducing damage claims through the extra protection of Gaylord boxes.

The Gaylord quality that assures you this added protection comes from new developments in tougher fibre board, stronger designs and precision accuracy in manufacture . . . all built into every Gaylord box to protect your profit, as well as your product.

For information and cooperation, phone your nearby Gaylord office.

## Gaylord Container Corporation

GENERAL OFFICES  
SAINT LOUIS, MO.

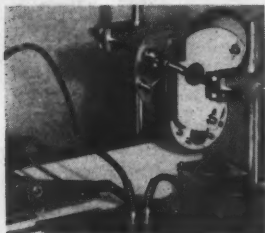


SALES OFFICES  
COAST-TO-COAST

CORRUGATED AND SOLID FIBRE BOXES • FOLDING CARTONS • KRAFT BAGS AND SACKS • KRAFT PAPER AND SPECIALTIES

# NEW EQUIPMENT *and Supplies*

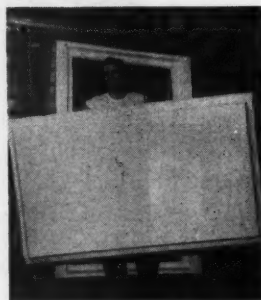
**SEALING UNIT DATES PACKAGES**—Kiwi Code Dating equipment now is available on Great Lakes CS-17 Conveyor Sealers for meat packaging, either as



part of original equipment or as separate units for attachment. According to Great Lakes Stamp & Mfg. Co., Chicago, mounting brackets and coding assembly can readily be attached to the CS-17 Sealer without altering the sealer and without drilling, cutting or making structural changes. After installation, the coder will automatically code-date packages as they are sealed by the machine.

**PLASTIC INSULATED TRUCK DOORS**—Plastic doors that are said to permit close frame tolerances and not freeze shut have been developed for insulated trucks. The doors were designed by Weber Industries of Long Island City, N. Y. They are being made by Americana Enterprises of Stamford, Conn., from Fiberglas and Vibrin, a polyester resin produced by the Naugatuck Chemical division, United States Rubber Co. The doors are molded in a single, pan-like section, in contrast to the layers of wood and metal used in conventional doors. The pan is filled with insulation and faced with a sheet of aluminum on which hardware is attached. A large "walk-in" door weighs 35 lbs. or about 75 lbs. with hardware and aluminum attached. The low water absorption of reinforced plastic which prevents swelling or shrinking, permits the door and frame to be molded with 1/16 in.

clearance. This small tolerance minimizes moisture buildup around door edges and helps prevent ice accumulation. The smooth molded surface also prevents ice from gripping and freezing the door shut. It is said that the doors will not rot,



absorb odors, nor be damaged from steam cleaning. These doors are expected to cost from 5 to 10 per cent more than conventional doors, according to U. S. Rubber.

\* \* \*

**NEW ANTIOXIDANT FOR RENDERERS**—A food grade antioxidant designed especially for renderers of tallows, yellow grease, white grease and similar products, has been introduced by Eastman Chemical Products, Inc., Kingsport, Tenn. To be known as Tenox R, the new antioxidant is a combination of the food-grade Tenox BHA (butylated hydroxyanisole), citric acid and propylene glycol. To facilitate easy measuring and to insure good solubility in the fat itself, it is marketed in liquid form. The antioxidant may be applied in several ways: 1) It may be mixed with the charge as it is put in the rendering kettle and cooked with the charge, since it is quite stable; 2) It may be added to the kettle after the moisture has been vented from the charge; 3) It may be added to the fat after rendering is complete. The method of adding Tenox R will depend somewhat on the equipment used for the rendering operation. In general, one pound of Tenox R (one pint) per 2,000 lbs. of rendered fat is said to give satisfactory stability under

most conditions. The new antioxidant is expected to have special interest for the feed industry and other users of animal fats that are confronted with the problem of product stability.

\* \* \*

**NEW RETORT CONTROL SYSTEM**: Enables the canner to match the controller to the process and to add any desired degree of automation. The system consists of the basic Foxboro controller, which may provide single control (temperature) or dual (temperature and pressure); and a subpanel to which units are added for any type or degree of retort control up to, and including, fully automatic. Subpanel units consist of a cook timer, a cool timer, a cook

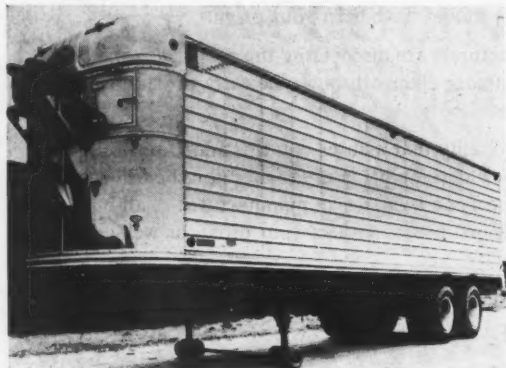


selector and an automatic venting unit. Adding a cook timer to the subpanel permits the operator to dial the desired cooking time, the timed period starting when retort temperature is up to its pre-set value and ending by automatically closing the steam valve. Adding a cool timer, in addition to the cook timer, makes the entire retort cycle (excluding venting on steam cooks) completely automatic for any one of the three basic types of cook. If it is desired to handle different types (steam cook, water cook, and steam cook with pressure cooling) from the same control system, a cook selector switch is added. Lights signal the progress of the cycle. The system was developed by the Foxboro Co., Foxboro, Mass.

\* \* \*

See want ad pages for key plant men.

**LIGHTWEIGHT TANDEM VANS**—Dorsey Trailers, Elba, Ala., has introduced a new line of "Champion" vans with interesting new features. The 32-foot model shown here is equipped with ice bunker, engine, blower, ventilators, duct-type floor, roof hatches and side door and has a scale weight of only 9,500



lbs. The front end has a plastic roof cap which is lighter than steel and is said not to dent under sledge hammer blows. An unpainted section of the cap allows natural light to enter the front of the trailer. The vans combine stressed sheet side and X-bracing construction methods to increase strength while cutting excess weight. The new models are mounted on Dorsey-Reyco low-maintenance tandems. The tandem has only two grease fittings and four fully adjustable radius rods that pull and are said to assure alignment.

**HOLLER'S  
ZANZIBAR BRAND**

**SEASONINGS**



**FLAVOR**

*There is no substitute for Quality...*



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SERVING THE FOOD INDUSTRY  
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## (DIS) UNITED SAUSAGE MAKERS CONVENTION



## Display Beef to Perfection in New Cooler

Prize cattle carcasses from the 24th Annual Michigan 4-H Livestock Show in Detroit grace the newly refurbished cooler of Joseph Regorrah. Detroit meat wholesaler specializing in choice and prime beef. Shown examining some of the choice steers (right), are E. C. Netherton, meat buyer, Big Bear Markets, Detroit, who purchased the prize animals, and Joseph Regorrah.

The modernization program installed a new overhead rail system, new insulation, new lighting and tile glazed walls. Regorrah feels the marked improvement given to the cooler through the refurbishing aids in maintaining his position in the Detroit market. Shown in cooler with some of the beef cuts (above), is Leonard Ritter, assistant to the president.



## Court Rules OPA Violator Must Repay Subsidies, No Time Limit for U. S. Suit

A decision that seemingly could jeopardize subsidies paid to some meat packing companies during the life of the OPA has been handed down by the 5th Circuit Court of Appeals in New Orleans in the U. S. government's suit against Aaron Borin, doing business as the Wichita Packing Co., Dallas. (Borin's firm now is known as the Borin Packing Co.)

The government sued to recover subsidies paid to the company on the basis that the firm wilfully violated OPA regulations during that time. The company won the case in the U. S. District Court for the Northern district of Texas on the grounds that the statute of limitations with regard to fraud and deceit had run against the government's attempt to recover subsidies paid to the company.

The 5th Circuit Court of Appeals, however, reversed the decision of the lower court January 5 and held that the government is entitled to simple restitu-

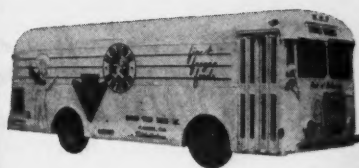
tion of approximately \$750,000 in subsidies received by the Wichita Packing Co. The higher court stated that no statute of limitations can cut off the government's right to such subsidies where it can be shown that the company wilfully violated the OPA regulations.

Double damages and additional penalties on each false claim, which had been sought by the government under the False Claim Act of 1863, were not allowed because the Court of Appeals held that the government must recognize the six-year statute of limitations of the False Claim Act.

Attorneys for Borin said they will ask for a rehearing and, if this is denied, they will ask the Supreme Court for a writ of certiorari in an effort to have the case reviewed by the Supreme Court.

Many reputable meat packing companies were forced to violate certain unworkable features of OPA regulations during 1943, 1944, 1945 and 1946.

• Long ago a confection made of hog bones and mercury was eaten by ladies to preserve their beauty.



**REFRIGERATES AS IT GOES**—This large Eskimo Pie Semi-Trailer is refrigerated to below freezing temperatures automatically through use of a Kold-Trux "Mobilmatic" Unit. Temperatures are thermostatically controlled.

**BUS CONVERTED INTO REEFER**—Frozen Food Sales Company converted this large passenger bus into a refrigerated delivery truck for a wholesale frozen food route. It is refrigerated with 5 Kold-Hold "Hold-Over" Truck Plates.

**CAMBRIA PACKING COMPANY** has found that Kold-Hold equipment is "100% effective, is simple to operate, and is not subject to failures or breakdowns." Kold-Hold Plates are used in 6 trucks, each traveling 7 hours a day.

regardless of your problem

## KOLD-HOLD® TRUCK REFRIGERATION

has the "right combination!"

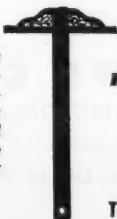


**PREVIOUS DAY LOADING** of milk has been made possible at Southern Dairies through use of Hold-Over Plates to keep truck bodies clean and cool. Plates are used both with mounted compressors and make-and-break assemblies.

Just as it takes the right combination to open a safe, it also takes the right combination of equipment to get the top dividends from truck refrigeration. That's why Kold-Hold gives you your choice of several different truck refrigeration combinations. In this way they can provide a method of refrigeration that is just right for your particular needs. They will help you select equipment from such highsides as the Kold-Trux "Mobilmatic" Unit, a mounted compressor, or make-and-break assemblies and from such lowsides as Kold-Hold "Hold-Over" Plates, Thin Plates, Serpentine Quick-Action Plates, or Blowers. Send the details of your problems to Kold-Hold today.

### AN ENGINEERED ANSWER

Because there are so many ways to refrigerate a truck, it is important to get an engineered installation that is just right for your special requirements. Engineered installations are a free service of Kold-Hold. Write today for complete details.



Look to Kold-Hold for the latest developments in Truck Refrigeration

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# MAYER'S

*Prepared Seasonings*



Ready to use. Made from the world's  
choicest spices, expertly ground and blended. Mayer's  
Seasonings whether natural, semi-natural or soluble,  
are the best that can be scientifically produced.

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# Full Week Of Production Raises Meat Output 27% Above Holiday Period

**M**EAT production under federal inspection for the week ended January 9, with operations free from holiday interruptions for the first time this year, increased sharply over output for the last holiday period, but for

slaughter ranged 27 per cent above the previous week and was 20 per cent more than a year earlier Calf slaughter and output of veal were unusually large compared with recent years, while hog slaughter rose 24 per cent

## ESTIMATED FEDERALLY INSPECTED SLAUGHTER AND MEAT PRODUCTION

Week ended January 9, 1954, with comparisons

	Beef		Veal		Pork (excl. lard)		Lamb and Mutton		Total Meat Prod.
	Number	Prod.	Number	Prod.	Number	Prod.	Number	Prod.	
Jan. 9, 1954	385	203.7	157	17.3	1,201	164.5	306	14.7	400
Jan. 2, 1954	306	161.0	100	10.8	972	130.2	236	11.1	314
Jan. 10, 1953	321	173.3	121	14.9	1,002	217.8	300	14.2	420

### AVERAGE WEIGHTS (LBS.)

Week Ended	Cattle		Calves		Hogs		Sheep and Lambs		LARD PROD. Per 100 lbs.	Total mil. lbs.
	Live	Dressed	Live	Dressed	Live	Dressed	Live	Dressed		
Jan. 9, 1954	985	529	200	110	246	137	100	48	14.2	42.0
Jan. 2, 1954	985	529	195	105	240	134	99	47	14.2	33.0
Jan. 10, 1953	906	540	222	123	245	136	100	47	14.7	57.8

about the fifth straight week lagged behind production for the same period of the year before. Total output, as estimated by the U. S. Department of Agriculture, amounted to 400,000,000 lbs. for a 27 per cent increase over the 314,000,000 lbs. produced the week before, but fell 5 per cent under the 420,000,000 lbs. turned out in the same week of 1953.

Slaughter of cattle and beef production established a record high for corresponding January weeks. Cattle

above the previous week, but was 25 per cent under that of a year earlier.

Slaughter of cattle numbered 385,000 head compared with 306,000 the previous week and 321,000 a year earlier. Output of beef, consequently, rose sharply to 203,700,000 lbs. from 161,900,000 lbs. the week before and 173,200,000 lbs. a year ago.

Butchering of calves was raised to 157,000 head for a 50 per cent gain over the 100,000 killed the preceding week and was considerably more than

the 121,000 killed commercially in the same week of 1953. Production of veal rose to 17,300,000 lbs. from 10,800,000 lbs. the week before and 14,900,000 lbs. last year.

Hog slaughter, in a full week of operations, rose to 1,201,000 head from 972,000 the previous week, but remained well below the 1,602,000 butchered in the same week of 1953. Production of pork totaled 164,500,000 lbs. compared with 130,200,000 lbs. the week before and 217,800,000 lbs. a year ago. Output of lard amounted to 42,000,000 lbs. as against 33,000,000 lbs. the week before and 57,800,000 lbs. last year.

Slaughter of sheep and lambs numbered 306,000 head for a 28 per cent increase over the 236,000 killed the previous week and slightly more than the 300,000 head killed in the same week of 1953. Production of lamb and mutton for the three periods was 14,700,000, 11,100,000 and 14,200,000 lbs., respectively.

## Record 1953 Beef Output: Total Meat Most Since War

Beef production last year in the United States soared to a new all-time record output of 12,279,000,000 lbs., according to a preliminary estimate by Chicago packer, livestock and marketing interests. Total production of meat, including farm slaughter, was placed at 24,625,000,000 lbs. However, due to the late slackening in cattle slaughter and a reduced hog population, total output fell short of establishing a new record, but was the biggest since the war. Total valuation of all meat animals butchered was estimated at \$8,979,679,000, or somewhat less than the \$9,406,892,000 in 1952.

The year's slaughter of all meat animals totaled a record 130,134,000 head compared with 129,090,000 in 1952 and 123,012,000 in 1951. Cattle slaughter rose from 18,668,000 head in 1952 to 24,315,000 in 1953, resulting in a 27 per cent increase in output of the meat over 1952. Calf slaughter at 12,024,000 head numbered about 20 per cent above the 9,408,000 butchered the year before. Hog slaughter, according to the estimate, dropped to 77,670,000 from 86,712,000 in 1952. Sheep and lamb kill rose from 14,302,000 in 1952 to 16,125,000 last year.

## Danish Pork to Britain

Denmark and Britain recently concluded a contract under which the former is to ship about 13,000,000 lbs. of fresh pork to the latter during a three-month period beginning in December, the Foreign Agricultural Service has disclosed. The cost will approximate about \$4,300,000 in sterling. Prior to the new contract, which was the result of a Danish meat exhibit at the Smithfield show, imports of fresh pork into the kingdom from Denmark were prohibited since 1926.

## LIGHT, MEDIUM HOGS GAIN, HEAVIES LOSE IN VALUE

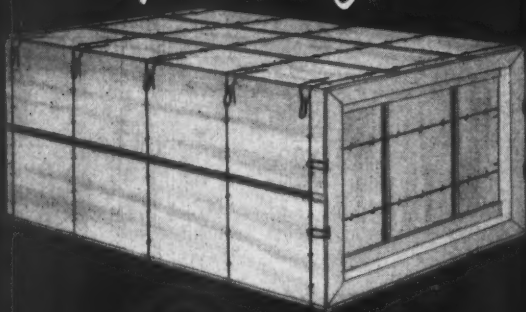
(Chicago costs and credits, first two days of week)

Rising prices on pork cuts from the two lighter weight hogs out-distanced higher prices paid for live animals as cutting margins on the two classes of swine improved decidedly, while the higher live costs on heavies pulled that cutting margin below last week.

This test is computed for illustrative purposes only. Each packer should figure his own test using actual costs, credits, yields and realizations. The values reported here are based on the available Chicago market figures for the first two days of the week.

—180-220 lbs.—					—220-240 lbs.—					—240-270 lbs.—				
Pct. live wt.	Price lb.	per cwt. alive	per cwt. yield	Value	Pct. live wt.	Price lb.	per cwt. alive	per cwt. yield	Value	Pct. live wt.	Price lb.	per cwt. alive	per cwt. yield	Value
Skinned hams	12.8	58.0	\$ 7.42	\$10.62	12.9	57.7	\$ 7.44	\$10.26	13.2	57.8	\$ 7.63	\$10.59		
Pieces	5.8	34.8	2.02	2.83	5.6	33.0	1.85	2.56	5.5	32.4	1.77	2.49		
Boston butts	4.3	46.7	2.01	2.86	4.1	43.6	1.79	2.52	4.1	43.6	1.78	2.49		
Loins (blade in)	10.2	52.0	3.31	7.59	9.9	50.7	3.02	7.04	9.7	45.4	4.40	6.25		
Lean cuts			\$16.76	\$23.90			\$16.10	\$22.38			\$15.58	\$21.80		
Bellies, S. P.	11.1	51.2	5.68	8.10	9.6	51.2	4.96	6.90	4.1	49.8	2.03	2.85		
Bellies, D. S.					2.1	28.9	.61	.87	8.6	28.9	2.49	3.41		
Fat backs					3.2	12.6	.40	.67	4.6	13.4	.62	.88		
Jowls	1.7	19.7	.32	.46	1.7	19.7	.33	.49	1.9	19.7	.37	.52		
Raw leaf	2.3	16.2	.37	.52	2.2	16.2	.36	.50	2.2	16.2	.36	.50		
P. S. lard, rend. wt.	14.9	17.5	2.61	3.76	13.5	17.5	2.36	3.29	11.1	17.5	1.94	2.78		
Fat cuts and lard			\$ 8.99	\$12.87			\$ 9.02	\$12.72			\$ 7.81	\$10.91		
Spareribs	1.6	38.6	.62	.89	1.6	35.3	.56	.81	1.6	32.6	.56	.80		
Regular trimmings	3.3	25.4	.84	1.19	3.1	25.4	.79	1.07	2.9	25.4	.74	1.04		
Pt. tails, neckbones	2.0		.25	.35	2.0		.25	.35	2.0		.25	.35		
Offal & misc.			.65	.95			.65	.94			.65	.93		
TOTAL YIELD & VALUE	70.0		\$28.11	\$40.15	71.5		\$27.37	\$38.27	72.0		\$25.30	\$35.23		
Cost of hogs			\$26.19				\$26.19				\$25.34			
Condensation loss			.12				.12				.12			
Handling and overhead			1.48				1.30				1.19			
TOTAL COST PER CWT.			\$27.79	\$39.70			\$27.42	\$38.35			\$26.65	\$37.01		
TOTAL VALUE			28.11	40.15			27.37	38.27			25.39	35.23		
Cutting margin			+\$ .32	+\$ .45			-\$ .05	-\$ .08			-\$ .12	-\$ .17		
Margin last week			— .14	— .22			— .19	— .12			— .87	— 1.19		

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1. They are easy to pack and unpack
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How to analyze foods . . .  
and interpret your findings

## "Food Analysis"

By A. G. WOODMAN  
(Mass. Institute of Technology)

Illustrated \$7.00

This book gives you a well-balanced training in methods of food analysis for the detection of adulteration. Typical foods illustrate methods of attack and analysis. Bearing out the author's belief that exercise of judgment and training of sense of discrimination are the principal benefits to be gained from a critical balancing of data obtained in a food analysis, the book gives almost equal emphasis to interpretation of results as to processes. Much information added to this edition on alcoholic beverages, sugar methods for foods affected by admission of dextrose on a par with cane sugar, new permitted dyes, including oil-soluble colors, etc.

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- Honey
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- Spices
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- Cloves
- Mustard
- Cider Vinegar
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- Lemon Extract
- Extract of Ginger
- Wine
- Whisky

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# MEAT and SUPPLIES PRICES

## CHICAGO

### WHOLESALE FRESH MEATS

#### CARCASS BEEF

Native steers	Jan. 12, 1954
Prime, 600/800	43 @43½
Choice, 500/700	40½ @41
Choice, 700/800	38½ @37
Good, 700/800	36½ @37
Commercial cows	26 @26½
Can. & cut. cows	23 @23½
Bulls	26½

#### STEER BEEF CUTS

Prime:	
Hindquarter	55.0@57.0
Forequarter	34.0@35.0
Round	46.0@49.0
Trimmed full loin	58.0@61.0
Regular chuck	36.0@38.0
Foreshank	17.0@18.0
Brisket	33.0@35.0
Rib	63.0@65.0
Short plate	11.0@14.0
Flanks (rough)	11.0@12.0
Choice:	
Hindquarter	48.0@51.0
Forequarter	32.0@33.0
Round	46.0@49.0
Trimmed full loin	65.0@70.0
Regular chuck	36.0@38.0
Foreshank	17.0@18.0
Brisket	33.0@35.0
Rib	53.0@56.0
Short plate	11.0@14.0
Flanks (rough)	11.0@12.0
Good:	
Round	44.0@46.0
Regular chuck	33.0@35.0
Brisket	33.0@35.0
Rib	45.0@48.0
Loin	56.0@59.0

#### COW & BULL TENDERLOINS

3/4 in. range cows	50@55
3/4 range cows	55@60
4/5 range cows	60@65
5/6 range cows	80
Bulls, 5/6	80

#### BEEF HAM SETS

Knuckles	43½
Insides	43½
Outsides	39½

#### BEEF PRODUCTS

Tongues, No. 1	31 @35
Hearts, regular	10 @10½
Livers, selected	27½ @28½
Livers, regular	16½ @17½
Tripe, scalded	4½
Tripe, cooked	5½ @6
Lips, scalded	8½ @9
Lips, unscalded	6 @8
Lungs	6½ @7
Melts	6½
Odders	5½

#### FANCY MEATS

Beef tongues, corned	35 @38
Veal breads, under 12 oz.	38 @42
12 oz. up	75 @80
Calf tongues, 1/down	21 @28
0x tails, under ½ lb.	12 @15
Over ½ lb.	15 @18

#### WHOLESALE SMOKED MEATS

Hams, skinned, 14/16 lbs., wrapped	58@66
Hams, skinned, 14/16 lbs., ready-to-eat, wrapped	61@69
Hams, skinned, 16/18 lbs., wrapped	58@65½
Hams, skinned, 16/18 lbs., ready-to-eat, wrapped	61@68
Bacon, fancy, trimmed, brisket off, 8/10 lbs., wrapped	62@69
Bacon, fancy square cut, seedless, 12/14½ lbs., wrapped	56@65
Bacon, No. 1 sliced, 1-lb. open-faced layers	68@74

#### VEAL—SKIN OFF

Carcass (l.c.l. prices)	
Prime, 80/110	\$16.00@49.00
Prime, 110/150	46.00@47.00
Choice, 80/110	45.00@48.00
Choice, 110/150	42.00@45.00
Good, 80/80	35.00@42.00
Good, 80/110	42.00@44.00
Good, 110/150	41.00@43.00
Commercial, all wts.	30.00@35.00

#### CARCASS MUTTON

(l.c.l. prices)	
Choice, 70/down	None quoted
Good, 70/down	None quoted
Utility, 70/down	None quoted

### CARCASS LAMB

(l.c.l. prices)

Prime, 40/50	\$45.00@47.00
Prime, 50/60	44.00@45.00
Choice, 40/50	44.00@46.00
Choice, 50/60	43.00@45.00
Good, all weights	41.00@43.00

### SAUSAGE MATERIALS—FRESH

Pork trim., reg. 40% bbls.	28 @27
Pork trim., guar. 50% lean, bbls.	29 @29½
Pork trim., 80% lean, bbls.	48 @49
Pork trim., 95% lean, bbls.	54
Pork cheek meat, trmd., bbls.	34½
Bull meat, bon'ls, bbls.	37
C. C. cow meat, bbls.	32½
Beef trimmings, 75/85% bbls.	23
Bon'ls chucks, bbls.	32½ @33
Beef cheek meat, trmd., bbls.	18
Beef head meat, bbls.	16
Shank meat, bbls.	33
Veal trim., bon'ls, bbls.	27½

### FRESH PORK AND PORK PRODUCTS

(l.c.l. prices)

Hams, skinned, 10/14	58½ @59
Hams, skinned, 14/16	57½ @58
Pork loins, regular	55
Pork loins, 12/down, 100's	58
Pork loin, boneless, 100's	68
Shoulders, under 16 lbs., 100's	41
Picnics, 4/8 lbs., loose	36½
Picnics, 6/8 lbs., loose	34½
Pork livers	18
Boston butts, 4/8 lbs.	49 @51
Tenderloins, fresh, 10's	80
Neck bones, bbls.	15 @16
Brins, 10's	16
Ears, 30's	16
Snouts, lean in, 100's	15 @16
Feet, s.c., 30's	11 @12

### SAUSAGE CASINGS

(l.c.l. prices quoted to manufacturers of sausage)

Beef casings:	
Domestic rounds, 1½ to 1½ in.	50@ 65
Domestic rounds, over 1½ in., 140 pack	80@1.10
Export rounds, wide, over 1½ in.	1.40@1.65
Export rounds, medium, 1½ @1½	75@1.25
Export rounds, narrow, 1½ in. under	1.00@1.25
No. 1 weas., 24 in. up	12@ 14
No. 1 weas., 22 in. up	9@ 12
No. 2 weasands	7@ 10
Middles, sew., 1½/2 in.	85@1.25
Middles, select, wide, 2½/2 in.	1.50@1.75
Middles, extra select, 2½ @2½ in.	2.00@2.50
Middles, extra select, 2½ in. & up	2.70@3.30
Beef bungs, exp., No. 1	21@ 29
Beef bungs, domestic	18@ 24
Dried or salt, bladders, piece:	
8-10 in. wide, flat	5@ 9
10-12 in. wide, flat	8@ 12
12-15 in. wide, flat	17@ 23
Pork casings:	
Extra narrow, 29 mm. & dn.	3.70@4.25
Narrow, mediums, 29@32 mm.	3.65@4.25
Medium, 32@35 mm.	3.70@3.10
Spec. med., 35@38 mm.	1.75@2.00
Export bungs, 34 in. cut	35@ 42
Large prime bungs, 34 in. cut	24@ 34
Medium prime bungs, 34 in. cut	18@ 26
Small prime bungs	10@ 17
Middles, per tes, con. off.	50@ 70
Sheep cas. (per hank):	
26/28 mm.	3.55@4.50
24/26 mm.	4.00@4.50
22/24 mm.	3.90@4.25
20/22 mm.	2.70@3.75
18/20 mm.	1.75@2.25
16/18 mm.	1.00@1.35

### DRY SAUSAGE

(l.c.l. prices)

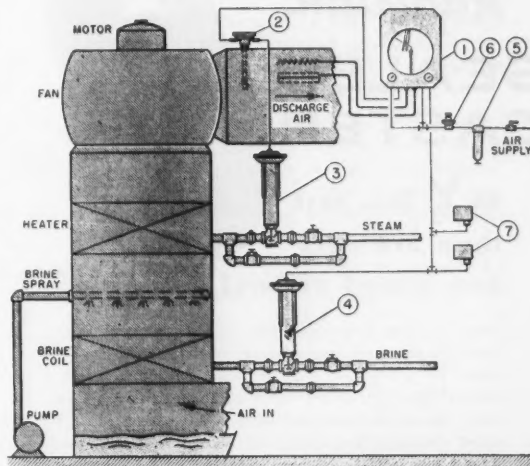
Cervelat, ch. hog bungs	87@ 90
Thuringer	42@ 46
Farmer	70@ 74
Holsteiner	73@ 77
B. C. Salami	80@ 87
Genoa style salami, ch.	1.00@1.02
Pepperoni	72@ 76

# How cold is CORRECT?

IN your meat packing and storage rooms, *correct* temperatures are vital. The maintenance of that temperature *constantly* has a great bearing on the marketability of your product and profitable operation. The Taylor control system shown below will not only do this, it will also maintain the right humidity. Result—you save money on shrinkage losses and operating costs. In this system a Taylor Recording Wet and Dry Bulb Temperature Controller operates valves in the brine or ammonia inlet lines and a humidifying valve in the steam line. It gives you a permanent record of both the room temperature and humidity.

For information about this and many other Taylor control systems designed for the meat packing industry, write for **Catalog 500MP** — or call your Taylor Field Engineer. Taylor Instrument Companies, Rochester, N. Y., or Toronto, Canada.

*Instruments for indicating, recording and controlling temperature, pressure, flow, liquid level, speed, density, load and humidity.*



*Taylor Instruments*  
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## Ups beef flavor!

• More "beefiness" for "beef" products? Then do as leading makers of bouillon cubes and gravy bases do—add more rich braised beef goodness with Huron HVP. This natural product made from wheat gives—and extends—beef flavor to any prepared or processed food product. Comes in a number of forms to meet any manufacturing need. Huron's Technical Service will gladly help you use HVP to your sales advantage. Huron Milling Co., 9 Park Place, New York City 7.

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HYDROLYZED VEGETABLE PROTEINS

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at  $\frac{1}{3}$  less cost  
than ordinary  
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5200 Series Rapistan Sealed Caster with 6" Sealed Mt. Demountable Wheel.

Now, for the first time, this revolutionary Rapistan development gives you a heavy-duty cold-forged sealed caster at  $\frac{1}{3}$  less cost than ordinary leading non-sealed casters! Save in longer caster life, improved performance, lower maintenance. Dirt, acids, alkalis, brines, other chemicals are sealed out of coin-hardened raceways. Ask your Rapistan distributor to show you the comparative service chart, or write direct.



**YOURS FREE!** Write for handbook describing Rapistan casters including new 5200 Series.

The RAPIDS-STANDARD COMPANY, Inc.  
285 Rapistan Building • Grand Rapids 2, Michigan

## Rapistan® FASTEST GROWING NAME IN CASTERS

### DOMESTIC SAUSAGE

(L.C.I. prices)

Pork sausage, hog casings...	49½
Pork sausage, sheep cas...	58 @59
Frankfurters, sheep cas...	49½ @51
Frankfurters, skinless	39½ @42½
Bologna (ring)	37½ @44
Bologna, artificial cas.	33½ @35½
Smoked liver, hog bungs...	40 @44½
New Eng. lunch, spec.	67 @72
Souse	34
Polish sausage, smoked...	48 @60
Pickle & Pimiento loaf...	34½ @41½
Olive loaf	35½ @44½
Pepper loaf	42 @58½
Smoke snacks	51½
Smoke links	63½

### SPICES

(Basis Chgo., orig. bbls., bags, bales)

	Whole	Ground
Allspice, prime	45	52
Resifted	48	55
Chili Powder	47	
Chili Pepper	47	
Cloves, Zanzibar	1.05	1.12
Ginger, Jam., unbl.	27	32
Ginger, African	27	32
Mace, fancy, Banda		
West Indies	1.37	
East Indies	1.42	
Mustard flour, fancy	37	
No. 1	33	
West India Nutmeg	49	
Paprika, Spanish	51	
Pepper, Cayenne	54	
Red, No. 1	53	
Pepper, Packers	1.22	1.62
Malabar	1.22	1.32
Black Lampong	1.22	1.32

### SEEDS AND HERBS

(L.C.I. prices)

	Whole	Ground
Caraway seed	18	23
Cominos seed	26	30
Mustard seed, fancy	23	
Yellow American	17	
Oregano	45	52
Coriander, Morocco		
Natural No. 1	15	19
Morjoram, French	40	47
Sage, Dalmatian		
No. 1	60	68

### CURING MATERIALS

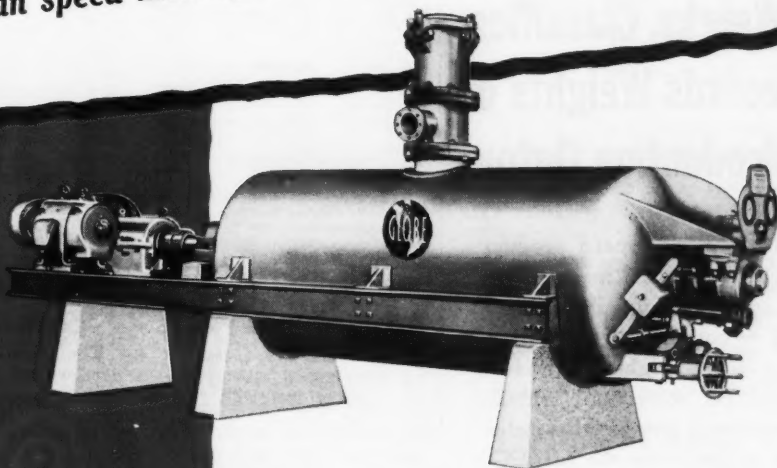
	Cwt.
Nitrite of soda, in 400-lb. bbls., del. or f.o.b. Chgo.	\$10.06
Salt peter, n. ton, f.o.b. N.Y.	
Bbl. refined gran.	11.25
Small crystals	14.00
Medium crystals	15.40
Pure rfd., gran. nitrate of soda	5.25
Pure rfd., powdered nitrate of soda	6.25
Salt—	
Salt, in min. car. of 45,000 lbs., only, paper sacked, f.o.b. Chgo.	
Granulated (ton)	\$28.00
Rock, per ton in 100-lb. bags, f.o.b. warehouse, Chgo.	26.00
Sugar—	
Raw, 96 basis, f.o.b. N.Y.	6.00
Refined standard cane gran., basis	8.16
Packers, curing sugar, 100-lb. bags, f.o.b. Reserve, La., less 2%	8.16
Cerelose dextrose, per cwt. L.C.I., ex-warehouse, Chgo.	7.50
C/L Del. Chgo.	7.40

### PACIFIC COAST WHOLESALE MEAT PRICES

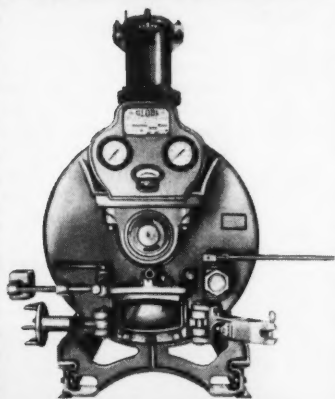
	Los Angeles Jan. 12	San Francisco Jan. 12	No. Portland Jan. 12
<b>FRESH BEEF (Carcass)</b>			
<b>STEER:</b>			
Choice:			
500-600 lbs.	\$41.00@42.00	\$42.00@44.00	\$40.00@42.00
600-700 lbs.	40.00@41.00	41.00@42.00	39.00@41.00
Good:			
500-600 lbs.	37.00@39.00	38.00@39.00	37.00@40.00
600-700 lbs.	35.00@38.00	37.00@38.00	37.00@39.00
Commercial:			
350-500 lbs.	33.00@36.00	35.00@37.00	31.00@37.00
<b>COW:</b>			
Commercial, all wts.	27.00@30.00	28.00@32.00	26.00@31.00
Utility, all wts.	25.00@28.00	25.00@28.00	25.00@28.00
<b>FRESH CALF:</b>	(Skin-Off)	(Skin-Off)	(Skin-Off)
Choice:			
200 lbs. down	38.00@41.00	40.00@42.00	38.00@40.00
Good:			
200 lbs. down	36.00@39.00	38.00@40.00	36.00@39.00
<b>FRESH LAMB (Carcass):</b>			
Prime:			
40-50 lbs.	44.00@46.00	42.00@44.00	38.00@41.00
50-60 lbs.	43.00@45.00	40.00@42.00	37.00@40.00
Choice:			
40-50 lbs.	44.00@46.00	42.00@44.00	38.00@41.00
50-60 lbs.	43.00@45.00	40.00@42.00	37.00@40.00
Good, all wts.	42.00@44.00	38.00@42.00	34.00@39.00
<b>MUTTON (EWE):</b>			
Choice, 70 lbs. down	None quoted	None quoted	11.00@16.00
Good, 70 lbs. down	None quoted	None quoted	11.00@16.00
<b>FRESH PORK CARCASSES (Packer Style)</b>		(Shipper Style)	(Shipper Style)
80-120 lbs.	None quoted	41.00@43.00	None quoted
120-160 lbs.	42.00@43.00	39.00@41.00	38.50@40.50
<b>LOINS:</b>			
8-10 lbs.	56.00@63.00	60.00@64.00	60.00@65.00
10-12 lbs.	56.00@63.00	58.00@62.00	59.00@63.00
12-16 lbs.	56.00@63.00	56.00@60.00	58.00@63.00
<b>FRESH PORK CUTS No. 1:</b>	(Smoked)	(Smoked)	(Smoked)
<b>PICNIC:</b>			
4-8 lbs.	42.00@46.00	40.00@42.00	42.00@45.00
<b>HAMS, Skinned:</b>			
12-16 lbs.	66.00@69.00	68.00@72.00	65.00@70.50
16-18 lbs.	65.00@70.00	65.00@70.00	64.00@69.00
<b>BACON, "Dry Cure" No. 1:</b>			
6-8 lbs.	65.00@70.00	68.00@74.00	67.00@73.00
8-10 lbs.	61.00@67.00	68.00@72.00	65.00@70.00
10-12 lbs.	59.00@66.00	60.00@65.00	62.00@65.00
<b>LARD, Refined:</b>			
1-lb. cartons	22.50@24.50	23.00@26.00	22.00@25.00
50-lb. cartons and cans	22.00@23.50	20.00@23.00	None quoted
Tercees	20.75@22.50	20.00@22.00	21.00@23.50

# SEE HOW A GLOBE DRY RENDERING COOKER

with the Exclusive "Safety Discharge Door"\*  
can speed melting or cooking operations in your plant!



\* Patented



View showing  
discharge door,  
with "Safety  
Discharge Door"  
open.



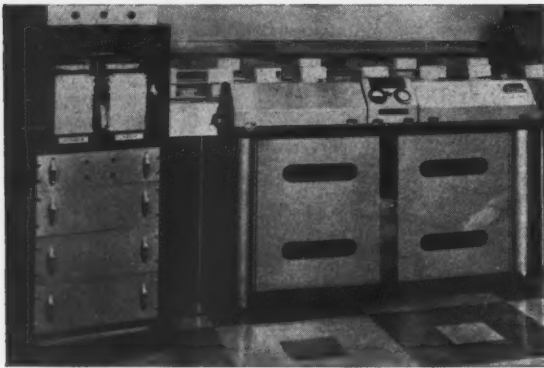
- The "Safety Discharge Door" is an exclusive feature of the Globe Heavy-Duty Dry Rendering Cooker. It provides a one man control and because it is hinged at the top, it can be "cracked" open to a self-locking limiting point, thus preventing door from flying open accidentally when unloading the cooker, and burning operators with hot grease.
- The heavier V-type agitator paddle blades are of cast steel, mounted on a  $5\frac{1}{2}$ " SQUARE shaft of high carbon steel to prevent paddles from loosening, give a "plowing action" for better agitation, so the product is thus agitated from both sides of the cooker. Paddles can be adjusted to clear shell by  $\frac{1}{8}$ ".
- Globe's famous "Flowing Drive" heavy-duty power unit uses standard motors and reducers, which can be easily and quickly replaced locally. No need to hold up production for far-away factory maintenance. Roller chain or V-belt drive optional.

These are but a few of the superior advantages a Globe Dry Rendering Cooker can bring you. Globe Dry Rendering equipment, including cookers and presses, are quality made for years of hard service. Ask your Globe salesman for more details, or write to us direct.

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4000 S. Princeton, Chicago 9, Illinois

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Better cost control

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CASH PRICES

F.O.B. CHICAGO CHICAGO BASIS		BELLIES (Square Cut)	
WEDNESDAY, JAN. 13, 1954		Green	Cured
REGULAR HAMS		8-10	54n
Fresh or F.F.A.		10-12	54n
8/10	55 1/2n	12-14	50 1/2n
10/12	55 1/2n	14-16	45 1/4 @ 44 1/2n
12/14	55 1/2n	16-18	45n
14/16	54 1/2n	18-20	39 @ 39 1/2 40 1/2 @ 41n
16/18	52 1/2n		
18/20	51 1/2n		
20/22	51 1/2n		
SKINNED HAMS		GR. AMN. BELLIES	
Fresh or F.F.A.		D. S. BELLIES	
10/12	58	18-20	29 1/2n
12/14	58	20-25	29 1/2n
14/16	57	25-30	29 1/2n
16/18	55	30-35	26 1/2n
18/20	54 1/2	35-40	25 1/2n
20/22	54n	40-50	23 1/2
22/24	52 1/2n		
24/26	51 1/4 @ 51 1/2n		
25/30	50n		
25/up, 2's in.	49 1/2		
PICNICS		FAT BACKS	
Fresh or F.F.A.		Fresh or Frozen	
4-6	36	6-8	12 1/2n
6-8	33 1/2	8-10	14n
8-10	33 @ 33 1/2n	10-12	14 1/2n
10-12	33 @ 33 1/2n	12-14	15 1/2n
12-14	33n	14-16	17 1/2n
8/up, 2's in.	33 @ 33 1/2	16-18	18 1/2n
		18-20	18 1/2 @ 19
		20-25	18 1/2 @ 19
OTHER CELLAR CUTS		BARRELED PORK	
Fresh or Frozen		Clear Fat Back	
Square Jowls	23n	Pork	60/ 70.....40n
Jowl Butts	21n	30/40.....46n	70/ 80.....35 1/2n
S.P. Jowls	21n	40/50.....46n	80/100.....35n
		50/60.....43 1/2n	100/125.....

## LARD FUTURES PRICES

FRIDAY, JAN. 8, 1954				
Jan.	High	Low	Close	
Jan. 17.70	17.70	17.05	17.25b	
Mar. 16.70	16.75	16.25	16.35	
May 15.60	15.60	15.27 1/2	15.37 1/2	
July 14.70	14.70	14.27	14.35	
Sept. 14.05	14.22 1/2	14.05	14.07 1/2b	
Sales: 13,160,000 lbs.				
Open interest at close Thurs., Jan. 7th: Jan. 399, Mar. 666, May 254, July 208, and Sept. 31 lots.				
MONDAY, JAN. 11, 1954				
Jan. 17.75	17.85	17.22 1/2	17.42 1/2a	
Mar. 16.80	16.80	16.45	16.75-80	
May 15.50	15.90	15.50	15.55	
July 14.55	14.90	14.50	14.85b	
Sept. 14.15	14.45	14.15	14.45	
Sales: 14,080,000 lbs.				
Open interest at close Friday, Jan. 8, Jan. 398, Mar. 670, May 266, July 216, and Sept. 33 lots.				
TUESDAY, JAN. 12, 1954				
Jan. 17.00	17.25	16.70	16.75	
Mar. 16.50	16.67 1/2	16.25	16.25b	
May 15.52 1/2	15.80	15.50	15.50	
July 14.65	14.87 1/2	14.55	14.70-75	
Sept. 14.30	14.45	14.30	14.35	
Sales: 15,520,000 lbs.				
Open interest at close Monday, Jan. 11: Jan. 413, Mar. 669, May 256, July 215, and Sept. 33 lots.				
WEDNESDAY, JAN. 13, 1954				
Jan. 16.80	16.92 1/2b	16.30	16.80	
Mar. 16.25	16.37 1/2b	16.00	16.35	
May 15.40	15.60	15.25	15.60b	
July 14.75	14.85	14.55	14.77 1/2	
Sept. 14.35	14.35	14.25	14.25b	
Sales 14,000,000 lbs.				
Open interest at close Wed., Jan. 13: Jan. 355, Mar. 679, May 253, July 219, and Sept. 35 lots.				
THURSDAY, JAN. 14, 1954				
Jan. 16.60	16.75	16.30	16.45a	
Mar. 16.30	16.35	16.00	16.05	
May 15.60	15.60	15.25	15.25	
July 14.75	14.75	14.50	14.57 1/2n	
Sept. 14.35	14.35	14.25	14.25b	
Sales 14,000,000 lbs.				
Open interest at close Wed., Jan. 13: Jan. 355, Mar. 679, May 253, July 219, and Sept. 35 lots.				

## CORN-HOG RATIO

The corn-hog ratio for barrows and gilts at Chicago for the week ended Jan. 9, 1954, was 15.4 according to a report by the U. S. Department of Agriculture. This ratio compared with the 15.9 ratio reported for the preceding week and 11.4 recorded for the same week a year ago. These ratios were calculated on the basis of yellow corn selling at \$1.563 per bu. in the week ended Jan. 9, 1954, \$1.565 per bu. in the previous week and \$1.610 per bu. for the same period a year earlier.

## PACKERS' WHOLESALE LARD PRICES

Refined lard, tierces, f.o.b. Chicago	\$20.75
Refined lard, 50-lb. cartons, f.o.b. Chicago	20.75
Kettle rend., tierces, f.o.b. Chicago	21.25
Leaf, kettle rend., tierces, f.o.b. Chicago	22.25
Lard flakes, f.o.b. Chicago	25.25
Neutral tierces, f.o.b. Chicago	25.25
Standard shortening * N. & S.	21.00
Hydrogenated shortening, N. & S.	22.75

\*Delivered.

## WEEK'S LARD PRICES

	P.S. Lard	P.S. Lard	Raw
	Tierces	Loose	Leaf
Jan. 8	17.50n	15.75n	16.75n
Jan. 9	17.50n	15.75n	16.75n
Jan. 11	17.50n	15.75n	16.75n
Jan. 12	17.00n	15.25n	16.25n
Jan. 13	17.00n	15.12 1/2n	16.12 1/2n
Jan. 14	16.50	15.00n	16.00n

a—asked; b—bid; n—nominal.

# MARKET PRICES

## NEW YORK

### WHOLESALE FRESH MEATS

#### CARCASS BEEF

	Jan. 12, 1954
	Per Cwt.
	Western
Prime, 800 lbs./down...	\$44.00@46.00
Prime, 800/900	42.00@44.00
Choice, 800 lbs./down	41.00@45.00
Choice, 800/900	40.00@42.00
Good, 500/700	36.00@38.00
Steer, commercial	30.00@32.00
Cow, commercial	28.00@30.00
Cow, utility	24.00@27.00

### BEEF CUTS

Prime:	City
Hindquarters, 600/800..	54.00@ 60.0
Hindquarters, 800/900..	53.00@ 54.0
Rounds, no flank	51.00@ 53.0
Rounds, Diamond bone,	
no flank	52.00@ 54.0
Short loins, untrim.	78.00@ 90.0
Short loins, trim.	105.00@115.0
Flanks	13.00@ 14.0
Ribs (7 bone cut)	62.00@ 67.0
Arm chucks	40.00@ 42.0
Briskets	34.00@ 35.0
Plates	16.00@ 18.0
Forequarters (Kosher)	45.00@ 47.0
Arm chucks (Kosher)	49.00@ 50.0
Briskets (Kosher)	37.00@ 38.0
Choice:	
Hindquarters, 600/800..	52.00@ 57.0
Hindquarters, 800/900..	51.00@ 53.0
Rounds, no flank	49.00@ 50.0
Rounds, Diamond, bone	
no flank	50.00@ 51.0
Short loins, untrim.	67.00@ 75.0
Short loins, trim.	80.00@ 98.0
Flanks	13.00@ 14.0
Ribs (7 bone cut)	55.00@ 62.0
Arm chucks	37.00@ 40.0
Briskets	34.00@ 35.0
Plates	16.00@ 18.0
Forequarters (Kosher)	40.00@ 44.0
Arm chucks (Kosher)	43.00@ 48.0
Briskets (Kosher)	35.00@ 38.0

### FANCY MEATS

(L.C.I. prices)

Cwt.

Veal breads, under 6 oz.	\$35.00@36.00
6 to 12 oz.	40.00
12 oz. up	80.00
Beef kidneys	12.00
Beef livers, selected	34.00@36.00
Ortals, over 3/4 lb.	14.00@15.00

### LAMBS

(L.C.I. prices)

City

Prime, 30/40	\$44.00@48.00
Prime, 40/45	48.00@52.00
Prime, 45/55	45.00@48.00
Choice, 30/40	43.00@47.00
Choice, 40/45	46.00@50.00
Choice, 45/55	44.00@42.00
Good, 30/40	42.00@44.00
Good, 40/45	43.00@45.00
Good, 45/55	41.00@43.00
	Western
Prime, 40/50	\$46.00@49.00
Prime, 50/60	46.00@49.00
Prime, 60/70	46.00@49.00
Choice, all wts.	44.00@48.00
Good, all wts.	40.00@45.00
Utility, all wts.	None quoted

### FRESH PORK CUTS

(L.C.I. prices)

Western

Pork loins, 8/12	\$56.00@60.00
Pork loins, 12/16	56.00@58.00
Hams, sknd., 14/down	58.00@60.00
Boston butts, 4/8	52.00@55.00
Spareribs, 3/down	45.00@48.00
Pork trim, regular	25.00
Pork trim, spec. 80%	45.00
	City
Hams, sknd., 14/down	\$61.00@64.00
Pork loins, 8/12	60.00@61.00
Pork loins, 12/16	58.00@60.00
Picnics, 4/8	38.00@40.00
Boston butts, 4/8 lbs.	52.00@56.00
Spareribs, 3/down	45.00@49.00

### VEAL—SKIN OFF

(L.C.I. prices)

Western

Prime, 80/110	\$50.00@53.00
Prime, 110/150	46.00@52.00
Choice, 50/80	42.00@45.00
Choice, 80/110	44.00@48.00
Choice, 110/150	42.00@45.00
Good, 50/80	33.00@36.00
Good, 80/110	38.00@43.00
Good, 110/150	36.00@39.00
Commercial, all wts.	27.00@32.00

### DRESSED HOGS

(L.C.I. prices)

100 to 112 lbs.	\$41.50@43.50
113 to 125 lbs.	41.50@43.50
126 to 138 lbs.	41.50@43.50
139 to 150 lbs.	41.50@43.50

### BUTCHERS' FAT

Shop fat	1 1/2 c lb.
Breast fat	2 c lb.
Indeible suet	2 c lb.
Edible suet	2 1/2 c lb.

### LIVESTOCK PRICES AT SIOUX CITY

Prices paid for livestock at Sioux City on Wednesday, Jan. 13, were reported as follows:

#### CATTLE:

Steers, ch. & prime	\$26.00@27.50
Steers, choice	22.50@25.50
Steers, good & ch.	19.50@22.50
Heifers, choice & pr.	23.00@23.50
Heifers, choice	19.50@22.50
Cows, util. & com'l	11.00@14.00
Cows, can. & cut.	9.00@10.50
Bulls, good	10.00@11.50
Bulls, util. & com'l	12.00@15.00
Bulls, can. & cut.	8.50@10.50

#### HOGS:

Good, ch., 190/220	\$25.25@25.75
Good, ch., 200/240	25.25@25.75
Good, 240/270	24.25@25.25
Good, ch., 270/300	23.75@24.50
Sows, 400/500	20.00@22.00

#### LAMBS:

Choice & prime	\$20.00@20.50
Good & choice	18.00 only



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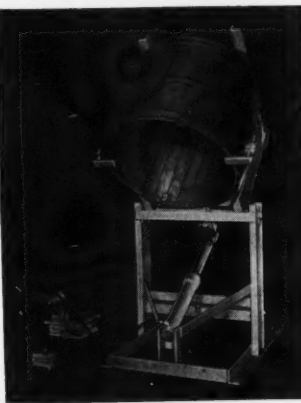
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# BY-PRODUCTS.....FATS AND OILS

## TALLOW AND GREASES

Wednesday, January 12, 1954

The market for both tallow and grease was strong as the week opened but trading was spotty.

The price structure in the inedible fats market advanced on Thursday of last week, with sales reported  $\frac{1}{4}$ c to  $\frac{1}{2}$ c higher. A few tanks of special tallow traded at  $6\frac{1}{4}$ c and  $6\frac{1}{2}$ c, c.a.f. Chicago. Another tank sold at  $6\frac{1}{2}$ c, c.a.f. Chicago. Regular production bleachable fancy tallow sold early at 7 $\frac{1}{2}$ c, c.a.f. East. Several tanks of No. 2 tallow traded at 6c, c.a.f. East and c.a.f. New Orleans. A few tanks of bleachable fancy tallow sold at  $6\frac{1}{4}$ c and 7c, c.a.f. Chicago. Prime tallow traded at  $6\frac{1}{2}$ c, Chicago, with rumored movement later at  $6\frac{1}{4}$ c. A few tanks of B-white grease sold at  $6\frac{1}{4}$ c, and a couple of tanks of yellow grease sold at  $5\frac{1}{2}$ c, all c.a.f. Chicago.

The market continued strong on Friday, particularly on the lower grades. Several tanks of special tallow sold at  $6\frac{1}{4}$ c and B-white grease at  $6\frac{1}{4}$ c, all c.a.f. Chicago. Yellow grease sold at  $6\frac{1}{2}$ c, c.a.f. East. A couple of tanks of low acid yellow grease traded at 6c, c.a.f. Chicago, with other bids of  $5\frac{1}{2}$ c on regular production. Few tanks of original fancy tallow traded at 8c, c.a.f. East. A tank of No. 1 tallow traded at  $6\frac{1}{4}$ c Chicago basis. Two tanks of all hog choice white grease sold at  $10\frac{1}{2}$ c, c.a.f. East, and a couple tanks of hard body bleachable fancy tallow sold at 7 $\frac{1}{4}$ c, also c.a.f. East.

Tallows and greases maintained a strong position on Monday. A few tanks of bleachable fancy tallow sold at 7 $\frac{1}{2}$ c, c.a.f. East, with additional offerings priced at 8c. All hog choice white grease was offered at  $10\frac{1}{2}$ c delivered East, but no trading was heard. B-white grease was bid at  $6\frac{1}{4}$ c, with some buyers indicating  $6\frac{1}{2}$ c in an attempt to bring out material. Special tallow was also bid at  $6\frac{1}{4}$ c. A few tanks of edible tallow sold at 7 $\frac{1}{4}$ c

## BY-PRODUCTS MARKETS

### Blood

Wednesday, Jan. 13, 1954

Unground, per unit of ammonia (bulk) ..... Unit Ammonia \$8.50n

### Digester Feed Tankage Material

Wet rendered, unground, loose, Low test ..... \*7.50@7.75n  
High test ..... \*7.75@8.00n  
Liquid stick tank cars ..... \*3.75@4.00

### Packinghouse Feeds

Carlots, per ton  
50% meat and bone scraps, bagged \$87.50@ 92.50  
50% meat and bone scraps, bulk... 85.00@ 90.00  
55% meat scraps, bulk ..... 95.00@100.00  
60% digester tankage, bulk ..... 92.50@ 95.00  
80% blood meal, bagged ..... 140.00  
60% digester tankage, bagged ..... 95.00@100.00  
70% standard steamed bone meal. 65.00  
bagged (spec. prop.) ..... \*3.75@4.00  
60% steamed bone meal, bagged ... 55.00@ 60.00

### Fertilizer Materials

High grade tankage, ground, per unit ammonia ..... 5.50@5.75\*  
Hoof meal, per unit ammonia ..... 6.00

### Dry Rendered Tankage

Per unit Protein  
Low test ..... \*1.50@1.55n  
High test ..... \*1.50@1.55n

### Gelatine and Glue Stocks

Per cwt.  
Calf trimmings (limed) ..... \$ 1.50@ 1.75  
Hide trimmings (green salted) ... \*8.00@10.00n  
Cattle jaws, skulls and knuckles, per ton ..... 55.00@60.00  
Pig skin scraps and trimmings, per lb. .... 6 $\frac{1}{2}$ @ 7

### Animal Hair

Winter coil dried, per ton ..... \*115.00@120.00  
Summer coil dried, per ton ..... 40.00@ 50.00  
Cattle switches, per piece ..... 5 $\frac{1}{2}$   
Winter processed, gray, lb. .... 14 @ 15  
Summer processed, gray, lb. .... 6 @ 7

B—nominal. a—asked.  
\*Quoted delivered basis.

and 8c, f.o.b. shipping points.

There was little change Tuesday in respect to trading and price structure and several tanks of bleachable fancy tallow sold again at 7 $\frac{1}{2}$ c, c.a.f. East. Other movement was lacking, as both buyers and sellers held firm in their ideas as to bids and offering levels. Some buyers, however, indicated higher bids in an effort to bring out material. It was understood all hog choice white grease was offered as high as 11c in the East, but bids were scarce

## VEGETABLE OILS

Wednesday, January 12, 1954

Sales of most vegetable oils were sketchy at the beginning of the week, with only minor price adjustments posted.

On Friday of last week a good volume of peanut oil (reportedly 20 tanks), sold at 17c, the majority for export.

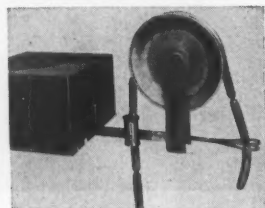
Sales of soybean oil were accomplished on Monday of this week at prices generally unchanged from the previous week's close. Refiners were the principal buyers, except for the deferred positions. January shipment sold at 12 $\frac{1}{2}$ c and first-half February shipment reportedly sold at that level. February shipment alone was bid at 12c, but no trading was heard. March shipment sold at 12c and April through June was reported to have sold at 11 $\frac{1}{2}$ c.

Cottonseed oil traded in the Valley at 12 $\frac{1}{4}$ c for January and February shipments. Movement in the Southeast was encountered at lower levels, with sales at favorable locations at 12 $\frac{1}{2}$ c. In Texas, 12 $\frac{1}{2}$ c was paid at common points with offerings priced at 12c at distant points, but untraded. Corn oil sold steady at 13 $\frac{1}{4}$ c in the Midwest. Peanut oil was pegged at 16 $\frac{1}{2}$ c on a nominal basis. Coconut oil was held at 16c for spot shipment, at 15 $\frac{1}{2}$ c to 15 $\frac{1}{4}$ c for first-half February ship-

and held at considerably lower levels.

The market at midweek was generally quiet, with some sources reporting an easier undertone. According to reports, offerings were more plentiful but buyers were hesitant to reach for material at offering levels. Buying interest had practically diminished in the East, with choice white grease, all hog, offered as low as 10c, without takers. The only trading heard here early was a couple of tanks of not all hog choice white grease at 8 $\frac{1}{2}$ c.

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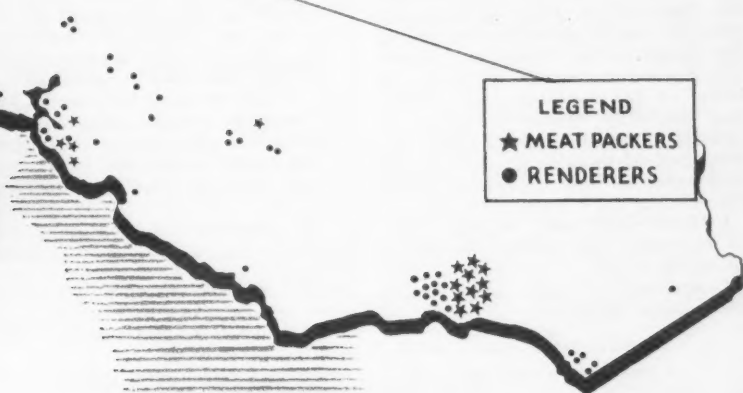
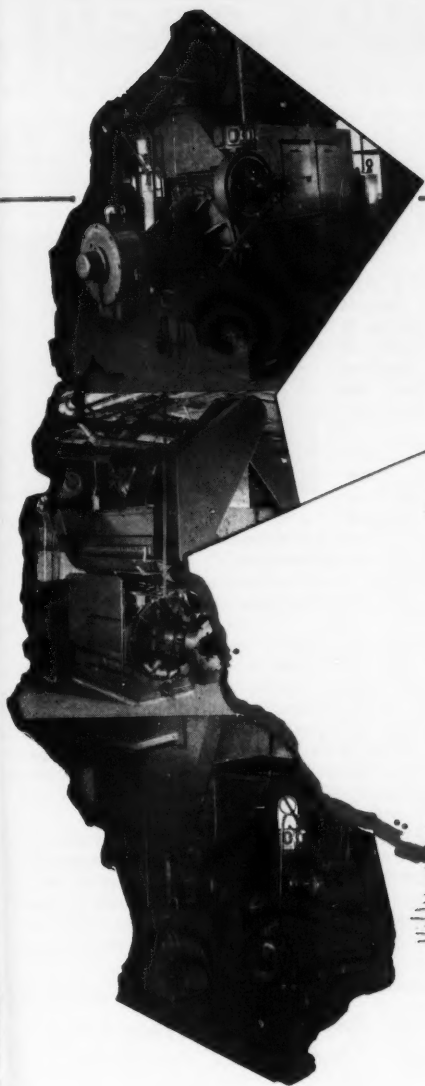
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ment, but buying interest was  $\frac{1}{8}$ c under these levels.

Only minor activity was encountered in the soybean oil market again on Tuesday, with early sales of January and February shipment at  $12\frac{1}{4}$ c. Later, the best bids for these shipments were  $12\frac{1}{2}$ c, with available material priced at  $12\frac{1}{4}$ c. March shipment reportedly sold at 12c, and April-May-June at  $11\frac{1}{2}$ c.

There were sales of cottonseed oil at steady prices and  $12\frac{1}{4}$ c was paid in the Valley at premium points. In the Southeast, movement was accomplished at  $12\frac{1}{2}$ c at north Georgia and Alabama points. No trading was confirmed in the Texas area, but offerings were available at 12c and  $12\frac{1}{2}$ c, depending on location. Corn oil traded steady at  $13\frac{1}{4}$ c. A couple of tanks of peanut oil sold lower at  $16\frac{1}{4}$ c for January shipment. Coconut oil was offered lower at  $15\frac{1}{2}$ c for spot shipment, but no sales were reported.

Trading of all selections of vegetable oils was extremely light at midweek. Soybean oil sold at  $12\frac{1}{4}$ c for January and February shipments early and later at 12c. The latter trading level involved some resale material. March shipment reportedly sold at 12c, and on a resale at  $11\frac{1}{2}$ c.

Cottonseed oil was lower, with sales confined to the Texas area. Movement was recorded at  $11\frac{1}{2}$ c at Lubbock, with 12c bid at favorable rate points. The market in the Valley was weaker and pegged nominally at  $12\frac{1}{2}$ c to  $12\frac{1}{4}$ c. In the Southeast, the market was nominally quoted at  $12\frac{1}{4}$ c to  $12\frac{1}{2}$ c. Corn oil sold early at  $13\frac{1}{4}$ c, but later declined to  $13\frac{1}{2}$ c. Peanut oil was unchanged, as was coconut oil from the previous day's levels.

**COTTONSEED OIL:** Market lower at midweek, with limited movement mostly in Texas.

Cottonseed oil futures in New York were quoted as follows:

FRIDAY, JAN. 8, 1954					
	Open	High	Low	Close	Prev.
Jan. ....	15.15n	.....	.....	15.10n	15.15n
Mar. ....	14.88	.....	.....	14.88	14.93
May ....	14.70b	.....	.....	14.77	14.81
July ....	14.60b	.....	.....	14.68b	14.72b
Sept. ....	13.70b	.....	.....	13.70b	13.75b
Oct. ....	13.50b	.....	.....	13.50b	13.50b
Dec. ....	13.25b	.....	.....	13.25b	13.25b

Sales: 19 lots.

MONDAY, JAN. 11, 1954					
	Open	High	Low	Close	Prev.
Jan. ....	15.10n	.....	.....	15.05n	15.10n
Mar. ....	14.97	14.97	14.83	14.83b	14.88
May ....	14.74b	14.75	14.71	14.71	14.77
July ....	14.65b	14.66	14.61	14.60b	14.68b
Sept. ....	13.65b	13.80	13.70	13.76	13.70b
Oct. ....	13.50b	.....	.....	13.50b	13.50b
Dec. ....	13.25b	.....	.....	13.25b	13.25b

Sales: 44 lots.

TUESDAY, JAN. 12, 1954					
	Open	High	Low	Close	Prev.
Jan. ....	15.00n	.....	.....	15.00n	15.05n
Mar. ....	14.83b	14.90	14.80	14.80b	14.83b
May ....	14.71b	14.70	14.67	14.69	14.71
July ....	14.60b	14.68	14.60	14.56b	14.60b
Sept. ....	13.75b	13.84	13.81	13.81	13.76
Oct. ....	13.50b	.....	.....	13.50b	13.50b
Dec. ....	13.25b	.....	.....	13.30b	13.25b

Sales: 48 lots.

WEDNESDAY, JAN. 13, 1954					
	Open	High	Low	Close	Prev.
Jan. ....	15.00n	.....	.....	14.80n	15.00n
Mar. ....	14.75b	14.78	14.75	14.73b	14.80b
May ....	14.65b	14.75	14.70	14.71	14.69
July ....	14.55b	14.63	14.55	14.61	14.56b
Sept. ....	13.70b	13.95	13.90	13.88b	13.81
Oct. ....	13.50b	.....	.....	13.70b	13.50b
Dec. ....	13.30b	13.70	13.70	13.60b	13.30b

Sales: 44 lots.

## Quality Important in Fats for Feeds

RENDERERS WHO WISH TO RETAIN for themselves and the industry the benefits of the new practice of adding animal fats to prepared feeds must safeguard their interests by selling products of proper quality, according to Robert Moore of Eastman Chemical Products, Inc., who spoke before a recent meeting of the Eastern Melters Association. (Moore is shown at left in photo with Justin Prager, president of the association.)

Moore dramatized for members the importance of stabilizing any animal fats they offered to the feed industry. He declared:

"Because you will be dealing with people who do not understand fats, it may, in many instances, be possible to unload low quality material. Suffice it to say that while you may fool the feed manufacturer, and you may fool the livestock or poultry grower, you cannot fool the animal.

"While livestock will eat rations containing rancid fat," he observed, "they will eat only enough to stay alive. They will not eat enough to gain weight.

There is no quicker way for you to lose the potential advantages in this market than to supply unstable, low grade material."

Rancidity and rancid fats have been found to have a serious effect upon the vitamin content of the feed, actually destroying many of the vitamins originally present.

Noting that a suitable antioxidant for use by renderers is a combination of butylated hydroxyanisole and citric acid, Moore warned that where fats contained a initial fatty acid content higher than 15, they did not always lend themselves to effective stabilization. He stated that while there apparently was a sharp difference of opinion among renderers as to whether antioxidants should be added to fatty material before rendering, during rendering or after rendering, Eastern research indicates that addition after rendering appears to be most effective.

Moore concluded his discussion with a word of caution:

"Within the next few months you probably will be called upon to supply tallows and greases to many small feed manufacturers who are completely unfamiliar with this product. If every effort is made to see that no unsatisfactory greases and tallows are sold to them, this market may be the most important one yet discovered for your meat by-products. And it will be a market relatively stable, and one which should afford you a satisfactory margin of profit."



**CORN OIL:** Declined  $\frac{1}{4}$ c from last week.

**SOYBEAN OIL:**  $\frac{1}{2}$ c from last mid-week's trading levels.

**PEANUT OIL:** Small volume sold during week at  $16\frac{1}{2}$ c.

**COCONUT OIL:** Offered lower, but buying interest lacking.

## VEGETABLE OILS

Wednesday, Jan. 13, 1954

Crude cottonseed oil, carlots, f.o.b. mills	.....	12 $\frac{1}{2}$ @12 $\frac{1}{4}$ n
Valleys	.....	12 $\frac{1}{2}$ @12 $\frac{1}{4}$ n
Southeast	.....	11 $\frac{1}{2}$ @12n
Texas	.....	13 $\frac{1}{2}$ pd
Corn oil in tanks, f.o.b. mills	.....	16 $\frac{1}{2}$ n
Peanut oil, f.o.b. Southern mills	.....	12 $\frac{1}{2}$ @12 $\frac{1}{4}$ pd
Soybean oil, Decatur	.....	15 $\frac{1}{2}$ na
Coconut oil, f.o.b. Pacific Coast	.....	1 $\frac{1}{2}$
Cottonseed foots.	.....	1 $\frac{1}{2}$
Midwest and West Coast	.....	1 $\frac{1}{2}$
East	.....	1 $\frac{1}{2}$

## OLEOMARGARINE

Wednesday, Jan. 13, 1954

White domestic vegetable	.....	28
Yellow quarters	.....	29
Milk churned pastry	.....	26
Water churned pastry	.....	25

## OLEO OILS

(F.O.B. Chicago)

Prime oleo stearine (slack barrels)	.....	12n
Extra oleo oil (drums)	.....	17n

pd—paid, n—nominal, a—asked, b—bid.

## North Dakota Oleo Taxes

North Dakota state oleomargarine tax receipts during 1953 totaled \$646,860, an increase of \$148,554 or about 30 per cent over collections for the preceding year, according to announcement by State Treasurer Ray Thompson.

Although noting that the 1953 collections were aided by a new law which placed the oleo tax on the wholesaler rather than the retailer, Thompson said a steady month-by-month increase in receipts indicated a greater consumption of oleo in the state.

## EASTERN BY-PRODUCTS MARKET

New York, Jan. 13, 1954

Dried blood was quoted Wednesday at \$8 per unit of ammonia. Low test wet rendered tankage was priced at \$7 per unit of ammonia and dry rendered tankage was listed at \$1.35 per protein unit.

## Renderers to Meet

The annual meeting of the Pacific Coast Renderers Association will be held February 19 and 20 in the Sir Francis Drake Hotel, San Francisco.

# HIDES AND SKINS

Big packer hide sales at midweek at steady prices to 1/2c lower—Small packer and country hides about steady, but trading limited—No sales of northern calfskins or kipskins heard up to midweek—Sheepskin market reported steady to easier.

## CHICAGO

**PACKER HIDES:** There was healthy interest for practically all selections of hides at steady prices Monday, but no trading developed. Trade sources were of the opinion that steady prices would prevail once trading was resumed for the week and anticipated no particular decline or advance. Butt-branded steers were bid at 10 1/2c, ex-lights at 17c, lights at 15c, northern heavy native cows at 12 1/2c, light native cows at 14 1/2c and 15c, and heavy native steers, picked points, at 12 1/2c. Later in the day, a better bid for light native cows out of Sioux Falls was heard at 15 1/2c.

The hide market continued dull again on Tuesday and the only sale heard throughout the day was 700 St. Paul native bulls at 10 1/2c. There was additional buying interest for other selections at steady prices, but offerings were held 1/2c higher.

Early midweek sales were accomplished at steady prices and about 6,000 light native cows sold at 15c. Heavy native cows were also traded and 10,000 brought 12c and 12 1/2c. About 8,500 River heavy native steers sold later in the day at 11 1/2c, 1/2c lower than sales last week. Some 3,600 branded cows sold at 11c and 11 1/2c. A large outside independent packer sold 1,550 Fremont branded cows at 11 1/2c.

**SMALL PACKER AND COUNTRY HIDES:** In the absence of sales, the various averages of small packer hides could only be quoted on a nominal basis this week. The price structure, however, experienced little change. Some lighter averages, namely 45, 46 and 48-lb., sold earlier in the week at 13c. Some sources reported these averages could not command that price

at midweek, however, as buyers showed little interest. The 50@52-lb. average was quoted at 12 1/2@13c, with the middle ranges up to 60-lb. average quoted at 12@12 1/2c. Offerings of 60-lb. averages were priced at 9c up to 11c, depending on shipping point, without action. In the country hide market, buyers and sellers were 1c apart in their ideas. Offerings were priced at 10@10 1/2c, but were bid at 9@9 1/2c.

**CALFSKINS AND KIPSKINS:** Northern calfskins and kipskins went untraded up to midweek, but the market was pegged steady. There was rumored movement of River point production at lower prices, but details were lacking.

**SHEEPSKINS:** Action improved in this category somewhat this week, at steady prices to slightly easier. A mixed car of No. 1, No. 2 and No. 3 shearlings sold at 1.25, 1.15 and .90, respectively. A small lot of fall clips reportedly sold at 1.75, but other offerings were priced at 2.25. A car of dry pelts was reported to have sold at 24c, delivered. A car of pickled skins sold at 10.75 for mixed sheep and lambs, with other sales reported as low as 10.00.

## CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended Jan. 9, 1954, totaled 5,290,000 lbs.; previous week 3,595,000 lbs., same week 1953, 3,546,000 lbs.; 1954 to date, 5,290,000 lbs.; same period 1953, 5,369,000 lbs.

Shipments for the week ended Jan. 9, 1954, totaled 4,040,000 lbs.; previous week, 3,002,000 lbs.; corresponding week 1953, 3,727,000 lbs.; this year to date, 4,040,000 lbs.; corresponding week, 1953, 4,388,000 lbs.

## H & S Outlook For 1954

The current year in the hide and skin industry will be poorer than last year, according to a recent opinion survey of top executives in the trade.

## CHICAGO HIDE QUOTATIONS

PACKER HIDES		Week ending Jan. 13, 1954	Previous Week	Cor. Week 1953
Hvy. Texas				
Nat. steers...	12 @ 15n	12 1/2 @ 15	12 1/2 @ 18	11n
Butt branded	10 1/2n	10 1/2	11	
Col. str.	10n	10	10 @ 10 1/2	
Ex. light Tex.				
strs.	14 1/2n	14n	17a	
Brand'd cows...	11 @ 11 1/2	11 @ 11 1/2	13 @ 13 1/2	
Hvy. nat. cows...	12 @ 12 1/2	12 @ 12 1/2	13 @ 13 1/2	
Lt. nat. cows...	15	15	17a	
Nat. bulls...	10 @ 10 1/2	9 1/2 @ 10n	9 1/2 @ 10	
Brand'd bulls...	9 @ 9 1/2	8 1/2 @ 9n	8 1/2 @ 9	
Calfskins, Nor.				
10/15	40n	40n	47 1/2 @ 50n	
Apr/down	42 1/2n	42 1/2n	45n	
Kips, Nor.				
nat., 15/25, 20	@ 20 1/2n	20 @ 20 1/2n	26n	
Kips, Nor.				
Brnd'd, 15/25, 26 1/2	@ 27n	26 1/2 @ 27n	31n	

## SMALL PACKER HIDES

STEERS AND COWS:		60 lbs. and over	9 @ 9 1/2n	9 @ 9 1/2n	13 @ 13 1/2n	14 @ 14 1/2n
50 lbs.	12 1/2 @ 13n	12 1/2 @ 13n	14			

## SMALL PACKER SKINS

Calfskins, under 15 lbs.	25n	25n	40n
Kips, 15/30	16 @ 17n	16 @ 17n	30n
Slunks, reg.	1.25n	1.25n	1.50 @ 1.45n
Slunks, hairless.	50n	25n	50n

## SHEEPSKINS

Packer shearlings, No. 1	1.25n	1.25 @ 1.50n	2.35n
Dry Pelts	24n	24 @ 25n	31n
Horsehides, untrnd.	10.00 @ 10.50n	10.00 @ 10.50	8.00 @ 9.50n

## N. Y. HIDE FUTURES

### MONDAY, JAN. 11, 1954

	Open	High	Low	Close
Apr.	15.10b			15.20b-32a
July	15.15b			15.25b-35a
Oct.	15.20b	15.30	15.30	15.30b-40a
Jan.	15.20b			15.33b-45a
Apr.	15.10b			15.25b-35a
July	15.05b			15.25b-35a

Sales: 2 lots.

### TUESDAY, JAN. 12, 1954

Apr.	15.20b			15.20b-28a
July	15.25b	15.35	15.35	15.25b-33a
Oct.	15.30b			15.30b-40a
Jan.	15.32b			15.27b-32a
Apr.	15.25b			15.25b-35a
July	15.20b			15.15b-28a

Sales: 3 lots.

### WEDNESDAY, JAN. 13, 1954

Apr.	15.20b	15.15	15.10	15.05 - 10a
July	15.25b	15.25	15.20	15.10b-16a
Oct.	15.30b			15.15b-23a
Jan.	15.28b	15.30	15.30	15.20b-25a
Apr.	15.25b	15.30	15.30	15.15b-19a
July	15.15b			15.10b-23a

Sales: 18 lots.

### THURSDAY, JAN. 14, 1954

Apr.	14.90b	15.00	14.94	15.00
July	14.95b	15.09	15.03	15.08b-10a
Oct.	15.00b			15.10b-15a
Jan.	15.18	15.18	15.12	15.15b-20a
Apr.	15.01b			15.05b-12a
July	14.95b			15.00n

Sales: 39 lots.

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## PHILADELPHIA FRESH MEATS

Tuesday, January 12, 1954

### WESTERN DRESSED

BEEF (STEER)		Cwt.
Prime, 600/800	None quoted	
Choice, 500/700	\$43.00@44.25	
Choice, 700/900	41.00@43.50	
Good, 500/700	37.00@40.00	
Commercial, 350/700	None quoted	

COW:		
Commercial, all wts.	26.50@29.00	
Utility, all wts.	25.00@27.00	

VEAL (SKIN OFF):		
Choice, 50/80	50.00@52.00	
Choice, 80/110	50.00@52.00	
Choice, 110/150	50.00@52.00	
Good, 50/80	40.00@44.00	
Good, 80/110	43.00@46.00	
Good, 110/150	42.00@45.00	
Commercial, all wts.	30.00@38.00	
Utility, all wts.	25.00@29.00	

LAMB:		
Choice, 30/40	46.00@50.00	
Prime, 40/50	45.00@48.00	
Prime, 50/60	40.00@46.00	
Choice, 30/40	46.00@50.00	
Choice, 40/50	40.00@46.00	
Choice, 50/60	40.00@46.00	
Good, all wts.	42.00@46.00	
Utility, all wts.	35.00@40.00	

MUTTON (EWE):		
Choice, 70/down	16.00@18.00	
Good, 70/down	14.00@16.00	

PORK CUTS—CHOICE LOINS:		
(Bladeless included) 8-10	58.00@60.00	
(Bladeless included) 10-12	58.00@60.00	
(Bladeless included) 12-16	56.00@58.00	
Butts, Boston style, 4-8	53.00@55.00	
SPARERIBS, 3 lbs. down	43.00@45.00	

### LOCALLY DRESSED

STEER BEEF CUTS:		Prime	Choice
Hindqtrs., 600/800	\$54.00@58.00	\$51.00@54.00	
Hindqtrs., 800/900	53.00@55.00	49.00@52.00	
Rd., no flank	50.00@53.00	50.00@53.00	
Hip rd., with flank	47.00@51.00	47.00@51.00	
Full loin, untrmd.	55.00@60.00	50.00@54.00	
Short loin, untrmd.	74.00@78.00	65.00@68.00	
Short loin trmd.	None quoted	None quoted	
Flank	None quoted	None quoted	
Rib (7 bone)	60.00@65.00	54.00@58.00	
Arm Chuck	35.00@38.00	35.00@37.00	
Brisket	36.00@38.00	36.00@38.00	
Short plates	14.00@17.00	14.00@17.44	

# WEEK'S CLOSING MARKETS

## THURSDAY'S CLOSINGS PROVISIONS

The live hog top at Chicago was \$26.25; average, \$24.85. Provision prices were quoted as follows: Under 12 pork loins, 53; 10/14 green skinned hams, 58; Boston butts, 48; 16/down pork shoulders, 39½; 3/down spareribs, 41½; 8/12 fat backs, 14½; regular pork trimmings, 26 nominal; 18/20 DS bellies, 30½ nominal; 4/6 green picnics, 36; 8/up green picnics, 33@33½.

P.S. loose lard was quoted at 15.00 asked and P.S. lard in tierces at 16.50.

## COTTONSEED OIL

Closing cottonseed oil futures in New York were quoted as follows: Jan., 14.80n; Mar., 14.73b-78a; May, 14.72b-76a; July, 14.61; Sept., 13.95b-14.02a; Oct., 13.85b-95a; and Dec., 13.75b-85a.

Sales: 114 lots.

## CHICAGO PROV. SHIPMENTS

Provision shipment by rail, in the week ended Jan. 9, with comparisons:

	Week Jan. 2	Previous Week	Cor. Week 1953
Cured meats, pounds	17,070,000	8,969,000	5,195,000
Fresh meats, pounds	26,327,000	24,912,000	21,400,000
Lard, pounds	1,836,000	2,493,000	3,845,000

## MEAT EXPORTS-IMPORTS

Exports and imports of meats during October, as reported by the U. S. Department of Agriculture:

Commodity	Oct., '53 Pounds	Oct., '52 Pounds
EXPORT (domestic)—		
Beef and veal—		
Fresh or frozen	1,641,395	105,250
Pickled or cured	754,150	1,176,350
Pork—		
Fresh or frozen	270,275	767,313
Hams & shoulders, cured or cooked	728,680	816,145
Bacon	93,085	1,828,708
Other pork, pickled, salted or otherwise cured (includes sausage ingredients)	3,425,648	1,855,945
Sausage, bologna & frankfurters (except canned)	136,812	84,762
Other meats, except canned	3,258,457	28,108
Canned meats—		
Beef and veal	546,185	82,884
Sausage, bologna & frankfurters	175,820	413,945
Hams and shoulders	106,043	173,512
Other pork, canned	219,155	326,303
Other meats & meat products, canned	147,138	116,504
Lamb and mutton (except canned)	98,836	9,187
Lard (includes rendered pork fat)	19,402,494	43,043,207
Tallow, edible	2,773,702	1,131,429
Tallow, inedible	101,931,907	62,840,436
Inedible animal oils, n.e.c. (includes lard oil)	152,900	1,635,070
Inedible animal greases & fats (includes grease stearin)	16,034,680	4,201,516
IMPORTS—		
Beef, fresh or frozen	2,383,678	10,719,836
Veal, fresh or frozen	57,016	
Beef and veal, pickled or cured	1,160,705	1,577,768
Canned beef (includes corned beef)	5,935,647	11,839,953
Pork, fresh or chilled and frozen	1,357,120	20,281
Hams, shoulders, bacon, backs, butts & picnics	8,321,856	4,444,323
Pork, other pickled or salted	215,338	110,835
Lamb and mutton	425	197,233
Tallow, edible		1,000
Tallow, inedible	120,600	

\*Includes many items which consist of varying amounts of meat.  
Compiled from official records, Bureau of the Census.

## Wholesale Price Indexes

Meats were among the many food items which advanced in price during the week ended December 9, according to the Bureau of Labor Statistics. Meats were at 91.6 of the 1947-49 average of 100 per cent compared with 87.0 per cent the week before. Lard rose an average of 6.5 per cent, live-stock and related products, 1.5 per cent; while fats and oils increased an average of 1.3 per cent during the period.

## Lard, Pork Fat Holdings

Stocks of lard and rendered pork fat held in meat plants, factories and warehouses, refrigerated and unrefrigerated on January 1 was estimated by the American Meat Institute at 70,000,000 lbs. This was 35 per cent more than the 52,000,000 lbs. reported a month before, but 67 per cent less than the 211,000,000 lbs. in stock on the same date, a year earlier.

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# LIVESTOCK MARKETS

## Weekly Review

### Beef Tallow Economical Cattle Feed, Tests Show

Beef fat, a "problem child" among slaughter by-products of cattle may be headed back whence it came—the farmer's feedlot. This possibility exists as a result of research conducted at the University of Nebraska. Dr. T. W. Dowe of the school has found that beef tallow can be utilized as an economical ingredient in livestock feed as a source of energy.

In the experiments, cattle fed a ration containing beef tallow put on two pounds a day for \$1.18 less for each 100 lbs. gained than did cattle fed a ration of corn and alfalfa. Carcasses from cattle fed the tallow ration graded Choice along with those from stock fed the standard grain feed, the tests showed.

Palatability of the pellets which contained tallow was proved as the steers readily cleaned up their feed each day throughout the test period. The tallow feed kept for periods up to two months in winter before rancidity became evident.

Concern over mounting fat surpluses and increasingly lower market values for beef by-products led Dr. Dowe and Dr. Matsushima to conduct the fat-feeding trials.

### Five-Month Corn Belt Cattle, Sheep Feeder Shipments Down

Slaughter of lamb and mutton in the months immediately ahead appears due for a sharp drop, feeder shipments into the nine important corn belt sheep feeding states seems to indicate. In the five-month period, July through November, corn belt receipts of feeder lambs were 2,019,864, or 23 per cent less than the 2,616,561 shipped into the area last year. The same situation appears in cattle, where stocker and feeder shipments fell about 20 per cent to 2,339,076 from 2,924,336 in the same five months last year.

### KINDS OF LIVESTOCK KILLED

†The classification of livestock slaughter under federal inspection during November, 1953, compared with October, 1953, and November, 1952 is shown below:

	Nov. 1953 Per- cent	Oct. 1953 Per- cent	Nov. 1952 Per- cent
Cattle:			
Steers .....	43.1	42.2	44.8
Heifers .....	11.4	12.3	11.4
Cows .....	42.9	42.4	40.1
Cows & heifers .....	54.3	54.7	51.5
Bulls & stags .....	2.6	5.1	3.7
Total <sup>1</sup> .....	100.0	100.0	100.0
Canners & cutters <sup>2</sup> .....	27.2	27.2	24.7
Hogs:			
Sows .....	5.1	6.2	7.0
Barrows & gilts .....	94.7	93.5	92.7
Stags & boars .....	.2	.3	.3
Total <sup>1</sup> .....	100.0	100.0	100.0
Sheep and lambs:			
Lambs & yearlings .....	91.8	88.5	88.5
Sheep .....	8.2	11.5	11.5
Total <sup>1</sup> .....	100.0	100.0	100.0

†Based on reports from packers.

<sup>2</sup>Totals and percentages of accumulation based on rounded numbers.

<sup>3</sup>Included in cattle classification.

### Big Drop in Cattle Bruises at Omaha, Denver Markets, Says L-C

Bruises on cattle have decreased decidedly on both the Omaha and Denver markets in the past three months, Livestock Conservation, Inc., has disclosed. Packer reports to Livestock Conservation on the decline in severe bruise cases on cattle were attributed by L-C to the "wholehearted cooperation of all market interests including stockyards companies, commission men, order buyers and the packers."

Livestock Conservation emphasized that there should be no let-up in this interest, but that the program of protecting livestock ought to be expanded to cover other meat animals as well.

### Gertrudis Steers at College

Ninety Santa Gertrudis steers have been bought by Texas A&M College to be used in a two-year study of rate-of-gain tests and carcass characteristics. The tests will be the first of this kind ever to be undertaken by the college.

### Denver Livestock Market Records Its Biggest Year

The Denver livestock market enjoyed its biggest year in history in 1953 as packers slaughtered a record 1,761,500 head of livestock during the year, according to L. M. Pexton, president and general manager of the Denver Union Stock Yard Co. The year's kill exceeded by 165,000 the number slaughtered in 1952. Total value of the slaughter was placed at about \$150,000,000.

Ranked No. 1 in receipts of sheep, Denver slaughter of the animals numbered 582,277, the third largest in the nation. Total cattle slaughter at 597,749 was seventh in the country. Calf slaughter numbered 42,850 head and hogs, 538,624 head.

### Wisconsin Spring Hog Show to Feature Plant Carcass Exhibit

A novel feature which has been added to the fourth annual Wisconsin Spring Market Hog Show, scheduled for March 11 to 13 at the State Fair Grounds in Milwaukee, is the carcass exhibit for show goers who wish to see the carcasses on the hook after the live animal has competed in the show ring.

The carcasses will be on exhibit at one of the city's packing plants and a shuttle bus service to and from the fair grounds will be provided. Another feature will be a panel discussion on "What Determines the Price of hogs."

### SOUTHEASTERN KILL

Animals slaughtered in Alabama, Florida and Georgia during November, 1953, with comparison as reported by USDA, (00's omitted):

	Cattle		Calves		Hogs		Sheep	
	1953	1952	1953	1952	1953	1952	1953	1952
Ala. ....	20.0	16.0	10.8	7.9	51.0	54.0	..	..
Fla. ....	35.0	16.0	10.8	5.2	52.0	91.0	..	..
Ga. ....	45.0	31.0	21.0	13.7	145.0	157.0	..	..
Total .....	100.0	63.0	42.6	26.8	248.0	302.0	..	..
Jan.-Nov., 1953 ..	670,400	330,300	2,478,000	..	..	..	..	..
Jan.-Nov., 1952 ..	577,000	191,800	2,755,000	1,700	..	..	..	..

NOTE: The above table includes slaughter in federally inspected plants and in other wholesale and retail plants, but excludes farm slaughter.

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## LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Tuesday, January 12, were reported by the Production and Marketing Administration as follows:

St. L. N.S. Yds. Chicago Kansas City Omaha St. Paul  
HOGS (Includes Bulk of Sales):

### BARROWS & GILTS:

#### Choice:

120-140 lbs. ...	None rec.	None rec.	None rec.	None rec.	None rec.
140-160 lbs. ...	\$25.00-25.75	None rec.	None rec.	None rec.	\$25.00-26.50
160-180 lbs. ...	25.75-26.35	24.50-26.00	None rec.	23.00-25.00	25.75-26.50
180-200 lbs. ...	26.00-26.50	25.50-26.00	25.75-26.00	25.00-26.00	25.75-27.00
200-220 lbs. ...	26.00-26.50	25.50-26.00	25.75-26.00	25.00-26.00	25.75-27.00
220-240 lbs. ...	25.75-26.35	25.00-26.00	25.50-26.00	25.00-26.00	25.75-27.00
240-270 lbs. ...	25.00-26.00	24.50-23.35	25.00-25.75	23.75-25.75	24.50-26.00
270-300 lbs. ...	24.00-25.25	23.75-24.75	None rec.	23.25-24.00	24.50-26.00
300-330 lbs. ...	None rec.	23.25-24.00	None rec.	None rec.	24.00-24.50
330-360 lbs. ...	None rec.	.....	None rec.	None rec.	None rec.

#### Medium:

160-220 lbs. ...	None rec.	None rec.	None rec.	21.00-24.00	None rec.
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### SOWS:

#### Choice:

270-300 lbs. ...	23.00-Only	22.75-23.00	22.50-22.75	21.25-22.50	23.00-23.50
300-330 lbs. ...	23.00-Only	22.50-22.75	22.25-22.75	21.25-22.50	23.00-23.50
330-360 lbs. ...	22.50-23.00	22.50-22.75	22.25-22.50	21.25-22.50	22.75-23.25
360-400 lbs. ...	22.00-22.50	22.00-22.50	22.00-22.50	21.25-22.50	22.00-22.50
400-450 lbs. ...	21.75-22.00	21.50-22.25	21.75-22.25	20.00-21.50	21.00-22.00
450-550 lbs. ...	21.00-21.75	20.50-21.75	21.50-21.75	20.00-21.50	20.25-20.75

#### Medium:

250-500 lbs. ...	None rec.	None rec.	None rec.	19.50-22.00	None rec.
------------------	-----------	-----------	-----------	-------------	-----------

### SLAUGHTER CATTLE & CALVES:

#### STEERS:

##### Prime:

700-900 lbs. ...	25.00-27.50	25.50-28.50	25.00-27.50	25.50-27.75	25.00-27.00
900-1100 lbs. ...	25.50-28.00	26.50-31.00	25.50-28.50	26.00-28.25	25.50-28.00
1100-1300 lbs. ...	26.00-28.00	27.50-31.00	25.50-28.50	26.00-28.50	25.00-28.00
1300-1500 lbs. ...	25.50-27.50	27.50-31.00	25.00-28.50	26.00-28.50	24.50-27.00

##### Choice:

700-900 lbs. ...	22.00-25.50	22.50-26.50	21.75-25.00	21.75-25.50	22.50-25.00
900-1100 lbs. ...	22.00-26.00	23.50-27.50	22.00-25.50	21.75-25.50	23.00-25.00
1100-1300 lbs. ...	22.50-26.00	24.00-27.50	22.00-25.50	21.75-25.50	22.50-25.00
1300-1500 lbs. ...	22.50-26.00	24.00-27.50	22.00-25.50	21.50-25.50	22.50-25.00

##### Good:

700-900 lbs. ...	18.50-22.00	19.50-23.50	18.25-22.00	18.50-21.75	18.50-23.00
900-1100 lbs. ...	19.50-22.50	20.00-24.00	18.50-22.00	18.50-21.75	19.00-23.00
1100-1300 lbs. ...	19.50-22.50	20.50-24.00	18.75-22.00	18.50-21.75	19.00-23.00

##### Commercial,

all wts. ....	16.50-19.50	16.00-20.50	15.50-18.75	15.25-18.50	14.50-19.00
Utility, all wts. ...	13.50-16.50	14.00-16.00	13.00-15.50	13.25-15.25	12.50-14.50

### HEIFERS:

##### Prime:

600-800 lbs. ...	24.00-26.00	24.25-25.50	23.25-25.00	23.50-25.00	23.50-25.00
800-1000 lbs. ...	24.25-26.00	25.25-26.50	23.50-25.50	23.50-25.00	23.50-25.00

##### Choice:

600-800 lbs. ...	21.50-24.25	20.50-25.25	20.00-23.50	20.25-23.50	21.00-23.50
800-1000 lbs. ...	21.50-24.25	21.75-25.25	20.00-23.50	20.25-23.50	21.00-23.50

##### Good:

500-700 lbs. ...	17.50-21.50	17.50-21.75	17.00-20.00	16.50-20.25	18.00-21.00
700-900 lbs. ...	18.00-21.50	18.50-21.75	17.00-20.00	16.50-20.25	18.00-21.00

##### Commercial,

all wts. ....	14.50-18.00	14.50-18.50	14.00-17.00	14.50-16.50	14.00-18.00
Utility, all wts. ...	11.50-14.50	12.00-14.50	11.50-14.00	11.75-14.50	12.00-14.00

### COWS:

##### Commercial,

all wts. ....	12.50-14.00	12.50-14.00	12.25-14.00	12.50-14.00	12.50-14.00
Utility, all wts. ...	11.00-12.50	10.75-12.50	11.00-12.25	10.50-12.50	11.00-12.50

##### Canner & cutter,

all wts. ....	8.00-11.00	9.00-11.00	8.50-11.00	8.00-11.00	9.00-11.00
---------------	------------	------------	------------	------------	------------

### BULLS (Yrds. Excl.) All Weights:

Good .....	None rec.	12.00-15.00	None rec.	11.00-13.50	14.00 Only
Commercial .....	13.50-14.50	15.50-16.50	14.50-15.00	14.00-15.50	14.00 Only
Utility .....	12.50-13.50	13.00-15.50	13.00-14.50	12.50-14.00	13.50-16.00
Cutter .....	10.00-12.50	11.00-13.00	10.00-13.00	10.50-12.50	13.50-16.00

### VEALERS, All Weights:

Choice & prime..	23.00-33.00	26.00-28.00	22.00-25.00	22.00-25.00	25.00-27.00
Com'l & good...	15.00-23.00	18.00-26.00	13.00-22.00	15.00-22.00	18.00-25.00

### CALVES (500 Lbs. Down):

Choice & prime..	17.00-22.00	19.00-24.00	17.00-19.00	19.00-22.00	20.00-24.00
Com'l & good...	13.00-17.00	15.00-19.00	12.00-17.00	14.00-19.00	17.00-20.00

### SHEEP & LAMBS:

#### LAMBS (110 Lbs. Down) (Wooled):

Choice & prime..	20.00-21.75	20.75-22.00	20.25-21.25	20.50-21.00	20.00-20.75
Good & choice...	19.00-20.50	19.50-21.00	19.25-20.25	19.00-20.50	18.00-20.00

#### EWES:

Good & choice...	3.50-5.00	6.00-7.25	6.00-6.50	6.50-7.50	6.00-7.00
Cull & utility...	3.00-4.00	4.50-6.00	5.50-6.00	5.00-6.50	3.50-5.75



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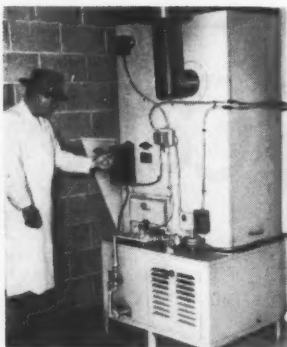


## LIVESTOCK PRICES AT 11 CANADIAN MARKETS

Average price per cwt. paid for specific grades of steers, calves, hogs and lambs at 11 leading markets in Canada during the week ended December 31, compared with the same time 1952, was reported to THE NATIONAL PROVISIONER by the Canadian Department of Agriculture as follows:

STOCK- YARDS	GOOD STEERS		VEAL CALVES		HOGS*		LAMBS	
	Up to 1000 lbs.	1953 1952	Good and Choice	1953 1952	Grade B <sup>1</sup> Dressed	1953 1952	Handyweights	Good
Toronto	\$19.37	\$23.88	\$25.16	\$28.22	\$33.60	\$25.60	\$22.76	\$25.50
Montreal	19.25	23.00	26.50	30.45	33.60	25.60	19.50	21.85
Winnipeg	17.50	23.48	24.28	28.00	30.18	24.35	20.00	22.00
Calgary	17.57	22.03	18.03	20.87	31.70	23.38	19.34	21.40
Edmonton	17.60	21.60	21.00	27.50	32.10	23.60	21.00	21.50
Lethbridge	17.45	21.75	.....	.....	31.55	23.10	.....	21.50
Fr. Albert	17.50	20.37	19.30	.....	29.16	23.35	18.00	19.00
Moose Jaw	16.40	21.00	14.50	19.50	29.10	23.60	.....	17.50
Saskatoon	16.90	20.50	20.00	23.75	29.10	23.60	.....	19.50
Regina	16.30	20.50	18.75	22.50	29.10	23.60	.....	.....
Vancouver	.....	21.80	.....	23.85	.....	25.10	.....	.....

\*Dominion Government premiums not included.



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## SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER, showing the number of livestock slaughtered at 13 centers.

	CATTLE		
	Week ended	Prev. Jan. 9	Week ended 1953
Chicago†	27,244	23,651	23,342
Kansas City†	17,723	20,320	21,962
Omaha*	32,297	23,891	26,684
E. St. Louis†	15,292	10,698	11,128
St. Joseph†	13,263	11,720	9,873
St. Paul†	11,254	10,282	10,553
Wichita*	6,615	3,815	6,089
New York & Jersey City†	11,801	9,727	9,231
Okla. City†	9,184	5,970	8,504
Cincinnati†	5,783	4,819	5,161
Denver†	10,982	4,760	10,974
St. Paul†	27,137	19,337	15,480
Milwaukee†	5,017	3,065	2,405
Total	193,614	151,855	161,686

	HOGS		
	Week ended	Prev. Jan. 9	Week ended 1953
Chicago†	35,046	32,745	49,316
Kansas City†	12,378	10,717	14,784
Omaha*	49,038	36,890	85,242
E. St. Louis†	23,064	20,246	30,950
St. Joseph†	28,021	24,767	47,483
St. Paul†	42,182	32,450	53,808
Wichita*	8,959	6,572	17,710
New York & Jersey City†	44,158	37,568	52,307
Okla. City†	14,070	10,534	18,772
Cincinnati†	12,501	11,586	10,076
Denver†	2,157	8,601	17,585
St. Paul†	50,467	38,208	63,602
Milwaukee†	4,977	3,546	5,638
Total	327,928	274,439	467,273

	SHEEP		
	Week ended	Prev. Jan. 9	Week ended 1953
Chicago†	9,330	8,342	16,000
Kansas City†	3,964	3,844	6,462
Omaha*	14,411	15,312	17,655
E. St. Louis†	7,168	4,994	5,809
St. Joseph†	13,114	9,706	14,284
St. Paul†	10,723	10,197	8,795
Wichita*	1,419	585	2,242
New York & Jersey City†	50,933	38,583	50,103
Okla. City†	3,728	1,471	5,691
Cincinnati†	816	415	67
Denver†	487	3,960	5,095
St. Paul†	6,350	5,145	14,684
Milwaukee†	1,756	795	1,294
Total	124,199	103,300	148,271

\*Cattle and calves.  
†Federally inspected slaughter, including direct.  
\*Stockyards sales for local slaughter.  
†Stockyards receipts for local slaughter, including direct.

## BALTIMORE LIVESTOCK

Livestock prices at Baltimore, Md., on Wednesday, Jan. 13, were as follows:

STEERS:	
Good, to prime	\$24.25 only
Steers, good & ch.	21.00@24.25
Heifers, choice	22.00@23.00
Heifers, util. & com'l.	None rec.
Cows, util. & com'l.	11.00@13.00
Cows, canner, cutter.	10.00@11.00
Bulls, good	None rec.
Bulls, com'l	16.75 only
VEALERS:	
Prime	\$34.00@35.00
Good & choice	31.00@33.00
Com'l & good	20.00@28.00
HOGS:	
Gd. & ch., 180/240	27.00@28.00
Sows, 400/down	22.75@24.00
LAMBS:	
Good to prime	23.00 only

## NEW YORK RECEIPTS

Receipt of salable livestock at Jersey City and 41st st., New York market for week ended January 9:

	Cattle	Calves	Hogs*	Sheep*
Salable	259	335	1	1
Total (incl. direct)	6,337	3,259	17,618	27,590
Prev. week:				
Salable	191	415	.....	.....
Total (incl. direct)	6,660	2,886	17,005	23,318

\*Including hogs at 31st st.

## CHICAGO LIVESTOCK

Supplies of livestock at the Chicago Union Stockyards for current and comparative periods:

	RECEIPTS			
	Cattle	Hogs	Sheep	
Jan. 7	4,631	515	20,192	3,114
Jan. 8	2,898	300	10,762	765
Jan. 11	310	2	4,559	561
Jan. 12	20,004	624	7,965	5,341
Jan. 13	14,000	500	23,000	3,500
Week so	44,094	1,524	42,965	14,341
Wk. ago.	39,932	1,476	38,921	13,235
Yr. ago.	42,030	1,171	54,234	21,546
2 yrs. ago.	30,266	775	62,101	12,002

\*Including 347 cattle, 9,254 hogs and 103 sheep direct to packers.

	SHIPMENTS			
	Cattle	Hogs	Sheep	
Jan. 7	2,666	118	3,617	1,968
Jan. 8	1,792	182	5,067	996
Jan. 9	314	.....	121	190
Jan. 11	6,036	.....	2,582	1,769
Jan. 12	5,000	.....	5,000	2,000
Jan. 13	7,000	.....	3,000	3,000
Week so	18,036	.....	10,582	6,769
Wk. ago.	16,289	303	8,389	6,640
Yr. ago.	15,200	106	11,516	5,507
2 yrs. ago.	12,266	40	10,235	3,990

	JANUARY RECEIPTS	
	1954	1953
Cattle	92,005	79,594
Calves	3,823	2,908
Hogs	117,258	174,878
Sheep	31,645	51,326

	JANUARY SHIPMENTS	
	1954	1953
Cattle	39,724	31,633
Hogs	28,605	49,791
Sheep	16,562	18,519

## CHICAGO HOG PURCHASES

Supplies of hogs purchased at Chicago, week ended Wed., Jan. 13:

	Week ended	Week ended
	Jan. 13	Jan. 6
Packers' purch.	36,128	29,149
Shippers' purch.	15,529	14,655
Total	51,657	43,804

## LIVESTOCK PRICES AT LOS ANGELES

Prices paid for livestock at Los Angeles on Wednesday, Jan. 13, were reported as shown in the table below:

CATTLE:	
Steers, choice & pr.	None rec.
Steers, good & ch.	22.50@23.50
Steers, com'l & gd.	20.00@22.50
Com'l & gd.	17.50@20.50
Cows, util. & com'l.	11.75@15.50
Cows, cut. & util.	10.00@13.00
Cows, can. & cut.	8.00@11.00
Bulls, utility	15.00@17.00
CALVES:	
Vealers, good & ch.	\$19.50@21.50
Com'l to good	16.00@19.50
Culls & utility	12.00@16.00
HOGS:	
Choice, 190/240	\$26.00@27.00
Sows, 500/down	20.00@21.00
SHEEP:	
Lambs, good	None rec.

## CANADIAN KILL

Inspected slaughter in Canada for week ended Jan. 2:

	CATTLE		
	Period Jan. 2	Same Wk. Last yr.	
Western Canada	11,170	6,587	
Eastern Canada	12,533	7,241	
Total	23,703	13,828	
	HOGS		
	Period Jan. 2	Same Wk. Last yr.	
Western Canada	29,676	67,676	
Eastern Canada	33,092	65,245	
Total	62,768	132,921	
All hog carcasses graded	68,673	140,244	
	SHEEP		
	Period Jan. 2	Same Wk. Last yr.	
Western Canada	2,103	1,124	
Eastern Canada	2,778	1,825	
Total	4,881	2,949	

# PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, January 9, 1954, as reported to The National Provisioner.

## CHICAGO

Armour, 11,880 hogs; Wilson, 3,314 hogs; Agar, 6,577 hogs; Shippers, 17,194 hogs; and others, 13,275 hogs. Total: 27,244 cattle; 2,154 calves; 32,240 hogs; and 9,330 sheep.

## KANSAS CITY

Armour ... 3,175 1,145 1,924 1,560  
Swift ... 2,750 1,131 3,464 1,918  
Wilson ... 1,444 8 4,754 ...  
Butchers ... 5,632 42 728 ...  
Others ... 2,396 ... 1,509 486

Totals ... 15,397 2,326 12,378 3,904

## OMAHA

Armour ... 8,886 10,444 4,344  
Cudahy ... 5,548 10,010 2,819  
Swift ... 6,505 8,303 3,331  
Wilson ... 3,105 6,067 1,869  
Gershusker ... 847 ...  
O'Neill ... 311 ...  
Neb. Beef ... 633 ...  
Eagle ... 91 ...  
Gr. Omaha ... 685 ...  
Hoffman ... 85 ...  
Rothschild ... 627 ...  
Roth ... 1,497 ...  
Kinsman ... 1,367 ...  
Merchants ... 36 ...  
Midwest ... 186 ...  
Omaha ... 476 ...  
Union ... 562 ...  
Others ... 15,928 ...

Totals ... 31,285 50,752 12,363

## E. ST. LOUIS

Armour ... 4,139 2,290 6,100 4,324  
Swift ... 4,591 3,009 9,230 2,844  
Hunter ... 1,263 ... 4,244 ...  
Bell ... 478 ... 2,582 ...  
Krey ... ... 878 ...  
Laclede ... ...  
Luer ... ...

Totals ... 9,993 5,299 23,094 7,168

## ST. JOSEPH

Swift ... 3,753 831 10,493 4,480  
Armour ... 4,329 604 9,300 2,710  
Others ... 6,120 474 3,166 ...

Totals\* ... 14,202 1,909 22,959 7,190

\*Do not include 404 cattle, 4 calves, 3,128 hogs and 5,924 sheep direct to packers.

## ST. LOUIS

Armour ... 4,701 ... 13,326 2,897  
Cudahy ... 2,567 ... 16,123 3,038  
Swift ... 3,156 ... 9,472 2,615  
Butchers ... 478 ... 2,582 ...  
Others ... 9,225 ... 4,145 1,052

Totals ... 20,127 13 53,336 9,602

## WICHITA

Cudahy ... 2,577 764 1,235 1,419  
Kansas ... 774 ...  
Dunn ... 89 ...  
Dodd ... 184 ... 270 ...  
Sunflower ... 13 ... 36 ...  
Pioneer ... 67 ...  
Excel ... 997 ...  
Others ... 2,060 ... 267 537

Totals ... 6,761 764 1,808 1,956

## OKLAHOMA CITY

Armour ... 3,958 305 382 1,213  
Swift ... 2,796 113 387 1,726  
Butchers ... 203 ... 1,074 ...

Totals\* ... 6,947 418 1,843 2,939

\*Do not include 1,816 cattle, 3 calves, 12,227 hogs and 789 sheep direct to packers.

## LOS ANGELES

Armour ... 253 44 ...  
Cudahy ...  
Wilson ... 96 ...  
Atlas ... 997 ...  
Acme ... 1,174 ...  
Ideal ... 991 ...  
United ... 908 ...  
Machin ... 603 1 ...  
Gr. West ... 666 ...  
Commercial ... 634 ...  
Cougherty ... ... 965 ...  
Others ... 772 ... 867 727

Totals ... 8,876 912 1,692

## CINCINNATI

Gall ... 309  
Kahs ... 373  
Meyer ...  
Schlachter ... 526  
Northside ... 90 62 15  
Others ... 9,975

Totals ... 4,999 1,263 10,874 633

## DENVER

Armour ... 1,553 93 2,978 5,819  
Swift ... 1,581 193 4,921 3,270  
Cudahy ... 1,046 89 3,425 426  
Wilson ... 1,618 ...  
Others ... 5,502 155 2,362 590

Totals ... 10,300 530 13,686 10,105

## ST. PAUL

Armour ... 6,340 4,696 17,202 2,516  
Bartusch ... 1,254 ...  
Cudahy ... 1,277 189 ... 1,067  
Rifkin ... 911 26 ...  
Superior ... 1,335 ...  
Swift ... 6,428 4,211 33,265 2,777  
Others ... 2,577 4,817 7,216 5,954

Totals ... 20,622 13,909 67,683 12,304

## FORT WORTH

Armour ... 2,552 2,676 439 6,000  
Swift ... 1,841 1,334 677 4,707  
Bl. Bonnet ... 535 48 289 ...  
Swift ... 358 ... 59 ...  
Rosenthal ... 184 26 ...

Totals ... 5,370 4,084 1,464 10,707

## TOTAL PACKER PURCHASES

Week Ended Jan. 9, 1953  
Cattle ... 182,123 144,277 109,642  
Hogs ... 303,800 231,510 425,276  
Sheep ... 88,361 72,063 113,085

## CORN BELT DIRECT TRADING

Des Moines, Ia., Jan. 13—Prices at the ten concentration yards and 11 packing plants in Iowa and Minnesota were:

Hogs, good to choice:  
160-180 lbs. ... \$22.00@24.50  
180-240 lbs. ... 24.00@25.65  
240-300 lbs. ... 23.05@25.50  
300-400 lbs. ... 22.30@24.45

Sows:  
270-300 lbs. ... 22.25@23.25  
440-550 lbs. ... 19.75@22.10

Corn belt hog receipts were reported as follows by the U. S. Department of Agriculture:

This week estimated Last week actual  
Jan. 7 ... 55,000 46,000  
Jan. 8 ... 56,000 15,000  
Jan. 9 ... 37,000 64,000  
Jan. 11 ... 100,000 56,000  
Jan. 12 ... 41,000 41,000  
Jan. 13 ... 65,000 86,000

## LIVESTOCK RECEIPTS

Receipts at 20 markets for the week ended January 9 with comparisons, are shown in the following table:

Cattle Hogs Sheep  
Week to date 304,930 485,000 157,000  
Previous week 241,000 382,000 118,000  
Same wk. 1953 291,000 687,000 186,000  
1954 to date 304,000 485,000 157,000  
1953 to date 291,000 687,000 186,000

## PACIFIC COAST LIVESTOCK

Receipts at leading Pacific Coast markets, week ending Jan. 7:  
Cattle Calves Hogs Sheep  
Los Angeles 9,700 1,350 1,850 250  
N. Portland 2,865 475 1,800 1,950  
S. Francisco 750 35 1,800 850

# MEAT SUPPLIES AT NEW YORK

(Receipts reported by the U.S.D.A. Production & Marketing Administration)

STEEERS AND HEIFERS: Carcasses  
Week ending Jan. 9, 1954. 12,368  
Week previous 11,659  
Same week year ago 15,081

BEEF CURED:  
Week ending Jan. 9, 1954. 19,555  
Week previous 47,969  
Same week year ago 15,678

COW:  
Week ending Jan. 9, 1954. 1,658  
Week previous 1,479  
Same week year ago 1,042

PORK CURED AND SMOKED:  
Week ending Jan. 9, 1954. 489,553  
Week previous 323,957  
Same week year ago 487,177

LARD AND PORK CUTS:  
Week ending Jan. 9, 1954. 16,657  
Week previous 22,784  
Same week year ago 25,405

VEAL:  
Week ending Jan. 9, 1954. 11,070  
Week previous 12,029  
Same week year ago 11,653

LAMB:  
Week ending Jan. 9, 1954. 33,962  
Week previous 37,062  
Same week year ago 35,340

MUTTON:  
Week ending Jan. 9, 1954. 657  
Week previous 1,140  
Same week year ago 168

HOG AND PIG:  
Week ending Jan. 9, 1954. 5,459  
Week previous 4,025  
Same week year ago 8,123

PORK CUTS:  
Week ending Jan. 9, 1954. 1,255,609  
Week previous 1,153,343  
Same week year ago 1,610,499

BEEF CUTS:  
Week ending Jan. 9, 1954. 98,693  
Week previous 42,004  
Same week year ago 68,259

VEAL AND CALF CUTS:  
Week ending Jan. 9, 1954. 7,741  
Week previous 8,445  
Same week year ago 4,020

LAMB AND MUTTON:  
Week ending Jan. 9, 1954. 5,124  
Week previous 939  
Same week year ago 129

COUNTRY DRESSED MEATS  
VEAL:  
Week ending Jan. 9, 1954. ...  
Week previous ...  
Same week year ago 6,000

HOGS:  
Week ending Jan. 9, 1954. ...  
Week previous ...  
Same week year ago 86

LAMB AND MUTTON:  
Week ending Jan. 9, 1954. ...  
Week previous ...  
Same week year ago 129

## WEEKLY INSPECTED SLAUGHTER

Slaughter at major centers during the week ending January 9, was reported by the U. S. Department of Agriculture as follows:

	Cattle	Calves	Hogs	Sheep & Lambs
Boston, New York City Area <sup>1</sup>	13,223	12,461	47,412	57,380
Baltimore, Philadelphia Area <sup>2</sup>	7,597	1,041	23,232	1,302
Cincinnati, Cleveland, Detroit, Indianapolis	19,415	6,063	72,064	12,378
Chicago Area	28,312	6,802	68,015	10,631
St. Paul-Wis. Areas <sup>3</sup>	31,177	34,863	132,780	11,547
St. Louis Area <sup>4</sup>	18,266	10,083	70,811	12,008
Sioux City	10,692	25	39,178	12,446
Omaha	35,587	1,196	66,986	21,240
Kansas City	17,857	4,443	32,202	8,874
Iowa-So. Minnesota <sup>4</sup>	30,865	10,729	269,978	42,988
Louisville, Evansville, Nashville, Memphis	11,646	9,352	38,150	Available
Georgia-Alabama Areas <sup>5</sup>	6,796	3,828	32,345	...
St. Joseph, Wichita, Oklahoma City	22,128	6,257	51,080	17,417
Pt. Worth, Dallas, San Antonio	19,000	10,580	15,128	12,117
Denver, Ogden, Salt Lake City	14,461	1,005	16,254	13,377
Los Angeles, San Francisco Areas <sup>6</sup>	29,281	2,487	27,811	29,438
Portland, Seattle, Spokane	7,164	891	11,456	6,480
Grand Total	323,476	122,216	1,015,872	269,316
Total previous week	255,916	77,453	927,080	206,527
Total same week, 1953	269,624	100,730	1,368,832	290,229

<sup>1</sup>Includes Brooklyn, Newark and Jersey City. <sup>2</sup>Includes St. Paul, So. St. Paul, Newport, Minn., and Madison, Milwaukee, Green Bay, Wisc. <sup>3</sup>Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. <sup>4</sup>Includes Cedar Rapids, Des Moines, Fort Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, Waterloo, Iowa, and Albert Lea, Austin, Minn. <sup>5</sup>Includes Birmingham, Dothan, Montgomery, Ala., and Albany, Atlanta, Columbus, Moultrie, Thomasville, Tifton, Ga. <sup>6</sup>Includes Los Angeles, Vernon, San Francisco, San Jose, Vallejo, Calif.

## SOUTHEASTERN RECEIPTS

Receipts of livestock at six southern packing plant stockyards located at Albany, Moultrie, Thomasville, and Tifton, Georgia; Dothan, Alabama; and Jacksonville, Florida, during the week ended Jan. 8:

	Cattle	Calves	Hogs
Week ended Jan. 8	3,293	1,310	19,847
Week previous (five days)	1,221	470	9,076
Corresponding week last year	2,016	876	18,907

# FELIN'S



Original Philadelphia Scrapple

**PACKERS PORK AND  
PORK PRODUCTS**

John J. Felin & Co., Inc.

4142-60 Germantown Ave., Philadelphia 40, Pa.

- Ham
  - Bacon
  - Lard
  - Sausage
- Products

Carlots



Barrel Lots

**DRESSED BEEF  
BONELESS MEATS AND CUTS  
OFFAL • CASINGS**

**SUPERIOR PACKING CO.**  
CHICAGO ST. PAUL

## CLASSIFIED ADVERTISING

Undisplayed: set solid. Minimum 20 words, \$4.50; additional words, 20c each. "Position Wanted," special rate: minimum 20 words, \$3.00; additional words, 20c each. Count

address or box numbers as 9 words. Headlines 75c each. Listing advertisements 75c per line. Displayed \$9.00 per inch. Contract rates on request.

Unless Specifically Instructed Otherwise, All Classified Advertisements Will Be Inserted Over a Blind Box Number.

**CLASSIFIED ADVERTISING PAYABLE IN ADVANCE  
PLEASE REMIT WITH ORDER.**

### POSITION WANTED

**SALES REPRESENTATIVE:** Washington, D.C. 15 years on this market selling carloads and volume distributors. Beef, small stock and provisions. Desire an account interested in volume sales to chain stores and jobbers. Many outlets for carload sales. Have office in wholesale district. References and complete history on request. W-23, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

### CONSULTANT AVAILABLE

Individual with long and wide experience in the meat industry, and especially in connection with beef and cuts, fabrication and development of new outlets, is available for consultation on a part time basis. W-24, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

### CONTROLLER-ACCOUNTANT

20 years' experience in public accounting and in administrative function of all departments of a large sausage manufacturer with peddler truck and small inspected packing house operation. University degree, excellent record and references. W-25, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

### PORK SUPERINTENDENT

30 years' experience in all phases of killing, cutting and offal. 15 years' experience as a curing foreman. Now pork superintendent of nationally known organization. Will re-locate. W-8, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**POSITION WANTED:** Desire to make change about March. General manager of small complete plant since 1940. Well versed in all operations, livestock, beef, pork operations, sausage manufacturing, curing, sales supervision. Plant operating profitably. 20 years' experience, reliable, age 41, health good. W-4, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**PLANT MANAGER:** Man 40 years old, now employed as plant manager with 20 years' experience in all phases of the industry, wishes to relocate because of plant being sold. Willing to go anywhere or fill any position with independent packer with adequate remuneration. W-2, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**MANAGER:** Now employed, wishes to locate in south, west or midwest. Will consider other locations. Large and small plant experience for 26 years. Thoroughly experienced in pork and beef operations, processing, manufacturing, personnel, sales, costs and yields. W-3, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**SALESMAN:** 15 years' diversified experience. A market of 3,000,000 population. Dallas, Fort Worth, Houston, Texas market. Know all buyers in chain and super markets. Have a large following. W-1, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**ENGINEER-MASTER MECHANIC:** Graduate, 20 years' experience. Thoroughly capable all phases of meat industry. Reply to Engineer, 351 W. Marquette Road, Chicago 21, Ill.

**SALESMAN:** 15 years' heavy experience, hotel, institutional sales. Age 38. Single, have car. Will travel or relocate. W-432, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

### POSITION WANTED

**INDUSTRIAL ENGINEER**  
10 years' experience in meat packing field, installing standards for cost and wage incentive purposes, methods, material handling and plant layout work. W-27, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

### CONTROLLER-ACCOUNTANT

Twenty years' experience in multi-plant cost accounting, budgets, controls, finance. Complete practical knowledge of all operations. W-26, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**SAUSAGE MAKER:** And curing foreman, with 25 years' experience in direct application of all phases in sausage and curing production in both inspected and non-inspected plants, desires connection on west coast. Best recommendations. W-9, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**MEAT SALESMAN:** Representative to wholesalers, chains, hotel supplies and retail. New York area. L.C.L. or Carload. Best references. W-5, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**AVAILABLE:** Experienced man with diversified experience—BUYER (all items), sales, merchandising, provision man. Will re-locate. W-21, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**SAUSAGE MAKER:** All around man, age 28, married, with one child. Learned trade and was trained in Switzerland. Seeks position with small or medium sized packer. Good references. Detroit-Chicago area preferred. W-28, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**BUTCHER:** Wants position. 20 years' experience in slaughtering beef, veal, lamb departments. Capable of supervising killing floor. W-29, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**SALESMAN:** Smoked meats and provisions, now calling on wholesalers and chains. Desires change. W-22, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

### HELP WANTED

**WANTED:** Experienced seasoning salesman by established company. Manufacturers of complete line of seasonings, binders, cures, emulsifiers, etc. for meat packers, for Tennessee and Kentucky territory. Applicants must have at least 5 years' sales experience, with good sales record and character. Salary and expenses about \$10,000 per year to start. Earnings unlimited for a producer. All replies held in confidence. Address all replies to W-10, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**MANAGER:** To handle complete beef operation—buying, processing and sales. Must be able to build up present sales and show profit. A very good proposition for right person. W-441, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**WANTED:** Top notch sausage maker for plant of 20,000 pounds production per week. Good pay. W-31, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

### HELP WANTED

**SAUSAGE MAKER WANTED:** With experience and ability to make a full line of sausages and loaves. Opportunity for young man with good references and a small capital to buy stock in our corporation. Write to W-442, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**EXPERIENCED BEEF MAN:** Wanted, with some trade. Must have initiative, executive ability and experience in handling men. Excellent opportunity for advancement. Very good salary. Reputable Chicago packer. Replies strictly confidential. W-16, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**SALESMEN:** Very liberal commission on 3 "hot items" for salesman calling on the sausage manufacturing trade. Write experience and territory. W-17, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**WANTED:** Capable, honest manager to take complete charge of independent packing house. Must have \$25,000.00 to invest and become partner in going business. \$25,000.00 will be retained in business. W-445, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**SAUSAGE SUPERINTENDENT:** Wanted for plant. Must have complete knowledge of all sausage operations for both quality and cheap lines of product. Know how to handle labor and figure costs. 75,000 pound weekly tonnage. Good position to right man. Give background, age, experience and family status in application. Write to R & S PACKING CO., P.O. Box 2054, Raleigh, N. C.

**SALES EXECUTIVE ASSISTANT:** Processor established in 1896, in large eastern city, requires services of experienced sales executive assistant. We operate peddler trucks and advance salesmen. Excellent opportunity. State age, schooling and business background in detail, as well as salary at last place of employment. Confidential. W-11, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**CHICAGO BROKER:** Has opening for experienced meat traders in both beef and provisions. No beginners. Loop location. Satisfactory compensation to right men. Give previous experience and full background in first letter. All replies held in confidence. W-12, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**BEEF MAN:** Must have knowledge of complete operation, buying and selling. Full charge. This will be a new department for an old established packer. Excellent opportunity. Midwest location. W-13, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**SALESMAN:** Wanted. With knowledge of spices and cures, to cover the New England states including New York state. Should be between 27 and 35 years of age with knowledge of sausage manufacturing. Reply to Box W-14, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**SUPERINTENDENT or MANAGER:** For a meat packing plant located in New York State. Must know production, as well as sales. Must be experienced and have references. Top salary and bonus. All replies treated confidential. W-15, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

# CLASSIFIED ADVERTISING

## HELP WANTED

WANTED:

## MEAT PROCESSING SUPERVISORS

National Food Distributor with multiple plant operations has openings for qualified men to supervise processing and shipping of Sausage, Pork Cuts and Bacon Slicing. Need men 25 to 40 with at least five years of technical or supervisory experience. High school education required. These are permanent positions with excellent opportunities for advancement, regular merit increases and liberal employment benefits. Appropriate starting salary. Apply in full confidence giving details of education, employment record, personal background and qualifications. W-30, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Illinois.

**SALES MANAGER:** Capable of stimulating sales. All outlets including jobbers, chain and small trades. Extensive knowledge of beef, pork, lamb and veal needed. Must be able to handle purchasing and administrative duties required of the sales department. Very good chance for advancement. References and work record must be submitted with first letter. W-439, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**SALESMAN WANTED:** To sell stockinettes and other wrapping supplies for leading manufacturer. Most territories open. Commission. Write to Box W-424, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

## EQUIPMENT FOR SALE

6-Anderson EXPELLERS, all sizes.

6-150, 350, 600, 800 gal. Dopp Seamless KETTLES

1-Davenport #3A DEWATERER, motor driven We also have a large stock of Aluminum and Copper Kettles, Storage Tanks, Filter Presses, Hydraulic Curb Presses, Grinders, Silent Cutters, Stuffers, etc.

Only a partial listing.

CONSOLIDATED PRODUCTS CO., INC.

14 Park Row BA 7-0600 New York 38, N. Y.

**OFFERED FOR SALE:** Two Jamison Cold Storage Doors in original crates, size 4'6" x 7'2" with 4" of cork board insulation. These doors are both metal clad track doors, one left hand opening and one right hand opening. They are available for immediate shipment. A slight discount from our cost would be accepted. FS-35, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

★ **ANDERSON EXPELLERS** ★  
All Models. Rebuilt, guaranteed.  
We Rent Expellers  
PITTOCK & ASSOCIATES, Glen Riddle, Penna.

## EQUIPMENT WANTED

**WANTED:** Hand operated hydraulic curb press, 18 x 30 or larger. State size, condition, price. LOUISVILLE BEEF CO., 210 Adam Street, Louisville 6, Ky.

**WANTED:** 1000 ton curb presses lard roll, filter press and cooker. Mitts & Merrill Hog. Contact Box EW-36, THE NATIONAL PROVISIONER, 18 East 41st St., New York 17, N.Y.

## PLANT WANTED

**SAUSAGE PLANT WANTED:** With 5,000 to 50,000 lbs. daily production, Cleveland, Ohio or vicinity. All replies held strictly confidential. PW-32, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

## PLANTS FOR SALE

RENT OR SELL 14,500 SQ. FT. BLDG.

CHICAGO

AVAILABLE WITH OR WITHOUT  
GOVERNMENT INSPECTION

1-story & basement, modern, reinforced concrete building. Complete, modern equip., rails, trolleys, 4,000 sq. ft. coolers. Real estate alone worth \$100,000. Small down pymt., bal. like rent. ALRIK CO., 1007 W. Howard St., Chicago. Phone BR 4-2680.

## MODERN 3-COOKER RENDERING PLANT

Next to metropolitan area, in northern California. Plant in full operation, have long term contracts for new materials. Excellent labor conditions. Plant located on 25 acres of ground, good living quarters, adjacent to main thoroughfares. Owner retiring.

LIBERAL TERMS IF DESIRED  
FS-33, THE NATIONAL PROVISIONER  
15 W. Huron St. Chicago 10, Ill.

## PROCESSING AND KILLING PLANT FOR SALE

Weekly Capacity 35 Cattle; 85 Hogs; 35 Calves; 35 Lambs.

Location, Yocumtown, Pennsylvania, Etters P.O. Newberry Township, York County, 8 miles to Harrisburg, Capitol City of Pa., Serving Area population 200,000.

Facilities: Automatic smoke house, Gas Kitchen, Air Stuffer, Electric meat saw, Electric Hoist, Dehaler Machine, etc., Stainless Steel Kitchen Complete, Cattle Pens, Trucks, Garages, Living quarters "Double House" plot of Ground 2 1/4 acres more or less, 3 Refrigerators Approx. 14 x 15 feet. Wholesale and Retail business, includes a 35 foot all glass meat stand located in the Broad Street, Market House, Harrisburg, Pa. Well established business good opportunity for live wire. Owner has other interests and desires a quick sale. Will help to finance. Contact

FS-34, THE NATIONAL PROVISIONER  
15 W. Huron St. Chicago 10, Ill.

**FOR SALE:** Rendering plant located in the Atlantic coast, close to large city. Modern equipment. Doing good volume of business. FS-18, THE NATIONAL PROVISIONER, 18 East 41st St., New York 17, N. Y.

## BUSINESS OPPORTUNITIES

### YOUR PACKAGED MEATS

### NEED CODE DATING

We Offer a Complete Line of Code Daters and Name Markers—Automatic for Conveyor Lines and Wrapping Machines—also Power-Driven Coders for Bacon Boards and other Boards used in the Meat Packing Industry.

Write for details on a specific problem.

KIWI CODERS CORPORATION

3804-06 N. Clark St. Chicago 13, Illinois

## HOG • CATTLE • SHEEP

## SAUSAGE CASINGS ANIMAL GLANDS

Selling Agent • Order Buyer  
Broker • Counsellor • Exporter • Importer

**SAMI S. SVENDSEN**

407 SO. DEARBORN ST., CHICAGO 5, ILL.

# BARLIANT'S



## WEEKLY SPECIALS!

We list below some of our current offerings for sale of machinery and equipment available for prompt shipment at prices quoted F.O.B. shipping points. Write for Our Bulletins—Issued Regularly

## CLEARANCE SALE

The following remaining equipment from the liquidation sale of Brunswick Bros., Inc., Worcester, Mass. has been priced for quick removal:

25061-SMOKESTICK & GAMBREL WASH- ER: Globe #5379, perforated cyl., 1/2 HP. ....	\$495.00
25086-FLAKE-ICES: York DER-25 with Freon compressor, ser. 267873, 10 HP. mtr. ....	3100.00
25089-PUMPING CONVEYOR TABLE: Globe #12487, 14 1/2" long, stainless steel Mesh Conv., stainless steel Pumping Stations. ....	905.00
25019-MEAT SAW: DaAll, mdl. M8-15, stain- less steel table ....	295.00
25067-SAUSAGE COOKING TANK: Stainless steel Baffles, 72" L x 43" W x 33" D. ....	187.50
25204-SCALES: (2) Toledo, Bench type #31- 1821, 2500 dial ....	245.00
25024-BAG TYER: Little Giant #7199. ....	120.00
25023-CRY-O-VAC ATTACHMENTS: (2) In- cluding goose necks & tanks ....	73.00
SPECIAL PUMP: 1/2 HP. for above ....	85.00
25009-LAVATORIES: (4) cast alum. La Feill, all with Bubler attachment ....	73.00
25091-PICKLE PUMP: Griffith #1 Big Boy, 1 HP. mtr. with 1 set of pump- needles ....	275.00
25093-CASING APPLIER: Buffalo, with mtr. #25037-DUAL ATTACHMENT FOR SAUSAGE STUFFER: Buffalo, stainless steel pipe. ....	130.00
25098-CUTTING TABLE: St. John #212 ....	285.00
25055-SMOKEHOUSES: (4) Atmos, air-con- ditioned, for 42" cages, complete with controls ....	110.00
25200-BACON CURING BOXES: (65) 600# each ....	Bids requested
25206-SKID PLATFORMS: (100) Re-Nu top, steel bound, type L, 30" x 48" ....	10.00
	4.50

From a plant in Pennsylvania, the following equipment is being offered for sale—available for immediate shipment—at money saving prices:

6525-GRINDER: Globe #1562, extra rig. 25 HP. ....	\$975.00
6538-COOKER: Double Jourdan, with 2 Powers Regulators, for 42" sticks, 1 HP. ....	950.00
6526-SILENT CUTTER: Boss #2 1/2. ....	878.00
6528-STUFFER: Randall 2002, 3 valves ....	600.00
6527-MIXER: Boss #5, hand tilt ....	525.00
6541-BOILER: Aradeco & Smork, gas fired, automatic electric controls, 7 1/2 HP. ....	475.00
6535-REVOLVING OVEN: Bakerite portable thermostat controls, 1/4 HP. ....	400.00
6537-FREON COMPRESSOR: Par. Lynch Mfg. Co. mdl. HW-50-S, ser. SMITT, 2 stage, 1 HP., in original crate. New, never used ....	400.00
6533-AIR COMPRESSOR: H.B.S., Nat'l. Mfg. Co., 2 stage, 2 HP. ....	225.00
6532-PLATFORM SCALE: Toledo #181705, ser. #181705, on wheels ....	225.00
6540-PICKLE PUMP: Griffith, 1 HP. ....	175.00
6544-CASING APPLIER: with GE 1/6 HP. mtr. ....	150.00
6529-STUFFING TABLE: stainless steel top, 36" x 46" x 9" opening, 3 HP. ....	140.00
6531-ICE CHOPPERS: 8" x 12" opening, 3 HP. ....	135.00
6540-MEAT STUFFER: Interstate Tool Co. stainless steel, 65 to 105 ....	35.00
6536-SAUSAGE CAGES: (6) galv. ....	35.00
6546-MEAT TRUCKS: (4) galv., 2-21" x 42" x 16" deep, iron casters, ea. 1-21" x 31" x 16" deep, iron casters, ea. ....	30.00
	25.00

## Miscellaneous Equipment

6012-CONVEYOR TABLE: stainless steel, 70' x 53", 12" stainless mesh conv. belt, com- plete with mtr. & drive ....	\$2200.00
6625-STUFFER: Globe, 5002 ....	1250.00
6640-STUFFER: Boss, 1002 ....	950.00
6564-STUFFER: Anco, 4002 ....	950.00
6710-GRINDER: Buffalo #26-B, 25 HP. ....	800.00
6708-MIXER: Buffalo #3, 5 HP. ....	750.00
6708-SILENT CUTTER: Buffalo #38-B, 15 HP. ....	550.00
6885-GEHARDT UNITS: (7) 8" long, stain- less steel ....	400.00
6618-GLOBE HOY MOLDS: (900) #6-S, stain- less steel, with covers, excellent cond., ea. ....	6.75
6927-SILENT CUTTER: Boss #521, 90-A, 600# cap. ....	1900.00

Watch for our Big 8 page "Year End Specials" Bulletin—now in the mail.

All Offerings Subject to Confirmation and Prior Sale

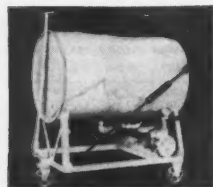
**WRITE FOR FULL PARTICULARS  
DISPLAY ROOMS AND OFFICES**  
1401 W. Pershing Rd. (39th St.)  
U. S. Yards, Chicago 7, Ill.  
CLiffside 4-6900

**BARLIANT & CO.**

• New, Used & Rebuilt Equipment  
• Liquidators and Appraisers



*Easy as watering the lawn!*



See what else  
the Oakite Hot Spray  
Unit cleans:

- Belly boxes
- Cooking vats
- Steam coils
- Tables
- Conveyors
- Hand Trucks
- Refrigerator trucks
- Strip paint

## Cleaning smokehouse walls with the Oakite Hot Spray Unit

THAT'S not all. One man  
with this Unit cleans this  
smokehouse faster than four  
men with scrapers.

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